

# DESTINY MAN NY

www.destinyman.com

OCTOBER 2015  
ISSUE 45  
R34,90 (VAT INCL)

**BOLD DISTINGUISHED YOU**

## ELON MUSK THE IRON MAN OF INNOVATION

Win a  
**Vespa**  
WORTH R78 000!

*A wealth of prejudice:  
Black millionaires  
in the spotlight*

“I met my  
Russian  
fiancée  
online”

# DANIEL MATJILA

The PIC CEO shares his R1,8 trillion master-plan

**How to:**

- Power up your presentation
- Safeguard your credit reputation
- Maximise internships
- Wear florals

STYLE JOURNEY

## THE EVOLUTION OF PHARRELL







*Screw-down pushers*

**Daytona** / day • to • na /: 1. A legendary beach in Florida synonymous with speed. 2. An iconic chronograph that was born to race. 3. The trophy for every winner of Le Mans and the Rolex 24 At Daytona. 4. Equipped with a tachymetric scale on the bezel to measure speed. 5. Enables precision timing to one eighth of a second. 6. Powered by calibre 4130, Rolex's high-performance mechanical chronograph movement. 7. The Rolex Way.

*More Rolex watchmaking at [ROLEX.COM](http://ROLEX.COM)*



ROLEX





[www.carolinaherrera.com/ch](http://www.carolinaherrera.com/ch)

CH

CAROLINA HERRERA







CH MEN PRIVÉ  
The New Masculine Fragrance

# Contents

OCTOBER 2015

PG 29

## COVER

- 24** Cover: Public Investment Corporation CEO Daniel Matjila
- 29** Business Notebook
- 36** Report: The New Rich
- 40** Powerhouse: Elon Musk
- 52** Money
- 54** Executive Intelligence
- 74** Fashion: Florals
- 94** Relationships
- 100** Win a Vespa Primavera and Merchandise Worth R100 000!
- 101** Style Evolution: Pharrell Williams



PG 83

## UPFRONT

- 08** Editor's Note
- 10** Masthead and Business Index
- 12** Letters
- 14** Motivation: Simon T Bailey
- 16** Politics: Justice Malala
- 18** Reality Check: Rich Mulholland
- 20** My Business Journey: Peter Shrimpton
- 22** Humour: Ebrahim Moolla
- 28** www.destinyman.com



## BUSINESS

- 44** Entrepreneurs
- 46** Business Clinic
- 49** Subscriptions
- 50** Young & Powerful
- 58** Men Fulfilling Their Destiny: Seconds Out
- 62** Working Dad

## RETAIL THERAPY

- 65** Acquisition Target
- 66** Bold & Distinguished at Any Age



PG 101



PG 40



- 82** Shopping: Aviators
- 83** Shopping: Backpacks
- 84** Shopping: Wallets
- 85** Style Spy
- 86** Grooming
- 88** Grooming Spy

PG 85

## LIFE

- 91** World-Changing Words
- 92** Self
- 96** Health: Turning the TB Tide
- 98** Health Spy

## DOWNTIME

- 102** Downtime: Film, TV, Books, Music & Culture
- 106** Tech
- 108** Power Players
- 110** Hot Spots
- 112** Wheels
- 122** Exit Interview: Ayanda Mpama

## SPORTS

- 117** Serena Williams: Queen of Courts
- 119** Horse Play: Go Polo
- 121** Sports Calendar





# SAUVAGE

THE NEW FRAGRANCE

Dior



# NOTE FROM THE EDITOR

Our lives are made up of astonishing and fleeting moments, and how we react to them says a lot about our character. For example, a man who is able to lick his wounds and move on after tragedy and failure is more likely to go a long way in life than someone who tends to wallow in sorrow. Of course, there should be reasonable time for mourning a loss or planning the next move after a dismal failure.

However, this also applies when we savour moments of brilliance. The truth is, it's when we think we are invincible that we are most vulnerable. We let our guard down and expose ourselves to undesirable situations. One of the executives we featured in *Powerhouse* (March 2015), Hlengani Mathebula, said his grandmother told him the seeds of failure are planted at the height of celebrations. While I am all for celebrating milestones, I believe we should quickly move on to the next big thing after each achievement.

Irrespective of how well you've done in your life, you should never reach a point where you say: "I've arrived." Shift your goal posts.

Dream bigger. Be more ambitious. Remember, ambition is never the lack of appreciation for your achievements, but the realisation that you can still do more. We hope you find inspiration from South African-born entrepreneur Elon Musk's story: after he sold his first business, PayPal, to AltaVista for billions of rands, it didn't mark the end, but the beginning of an illustrious entrepreneurial journey for him.

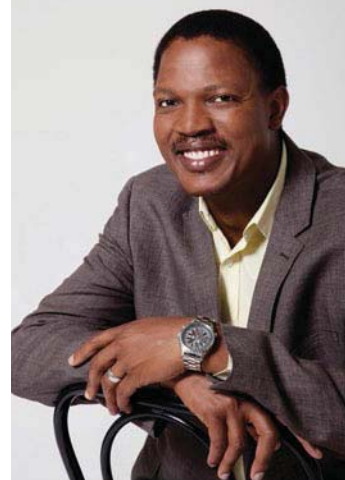
If that isn't enough to stir you, what about our cover star Dr Daniel Matjila's story? He could have been content being a revered maths lecturer for years, but he wanted more. So he transitioned from academia to corporate life, where he witnessed his quantitative analysis models being applied in the real business world. But it was when he joined the Public Investment Corporation that he realised he could have greater influence.

We salute tennis ace Serena Williams, who is forever refining her craft, despite her past accomplishments and having set numerous records already. She may not communicate her goals, but it's not difficult to see that she wants to be the best.

It's never said enough, but we need a perfect balance of ambition and passion to achieve our goals. And of course, it is through passion that we are able to soldier on when we encounter strong forces of resistance.

If you think you have made it, you are certainly selling yourself short. It could be time to realise that ambition is a journey – not a destination. English poet Robert Browning said it best: "Ambition is not what man does... but what man would do."

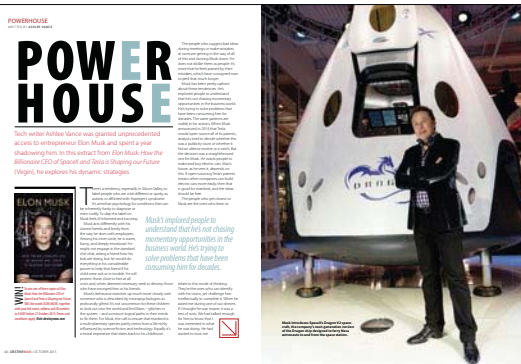
There are more heights to be scaled, my dear friends. Take care. Your best is yet to come. **DM**



EDITOR  
MZO WITBOOI

“THE TRUTH IS, IT'S WHEN WE THINK WE ARE INVINCIBLE THAT WE ARE MOST VULNERABLE.”

pg40



pg24





# GIVENCHY

GENTLEMEN  
ONLY



# INDEX

COMPANIES AND PEOPLE FEATURED  
IN THIS MONTH'S ISSUE

## ABC

Achmat, Zackie	14
Algramo	45
Alonsopérez, Victoria	44, 45
Anglo American	27
Asea Electric	27
Biko, Steve	31
Chipsafer	45
Clendaniel, Morgan	45

## DEF

Dangote, Aliko	26
Dangote Cement	26
De Beers	27
De Kock, Brandon	32
De Lyse, Hervé Ludovic	29
Disecar	45
Dlamini, Dumisani	59
Dlamini-Zuma, Nkosazana	51
Downey Jr, Robert	42
Ecobank	26
Fihlela, Lwazi	62
Flamingo Moon	46
FleishmanHillard	55

## GHI

Gates, Bill	42
GijimaAst	38
Gluckman, David	44, 45
Goldstuck, Arthur	47
Government Investment Corporation	27
Grenier, Adrian	45
Gumede, Portia	38
Gumede, Robert	38
Gwanya, Thozie	60
Hani, Chris	31
Harith	26
Heart Capital	20
Hnizdo, Jan	58
Hsieh, Tony	12
IBM	12

Irfan, Harris	30
---------------	----

## JKL

James, Ntandokabawo	50
Jobs, Steve	42
Jung, Edward	42
Jurvetson, Steve	42
Kawahara, Yoshihiro	44, 45
Kunene, Kenny	38
Lenisa, Frank	52, 53
Liberty	26, 27
Lumkani Fire	44, 45
Lutchman, Nivesh	55, 56

## MNO

Maciel, Angela	55
Mahanyele, Phuti	53
Mahlangu, Solomon	31
Mahloele, Tshepo	26
Malema, Julius	39
Mandela, Nelson	14, 31
Mangope, Rosemary	59
Mantashe, Gwede	38
Marule, Tshidiso Lennin	53
Marule Property Holdings	53
MasterCard	12
Masutha, Mukhove Morris	50, 51
Matebane, Thabang	47
Matjila, Dr Daniel	25, 26, 27
Mavundla, Philani	39
Mbeki, Thabo	38, 39
McKinsey & Co	12
Microsoft	12, 42
Miller, Alan	27
Molefe, Brian	26, 27
Moller, José Manuel	44, 45
Moloi, Edward	46
Motsoaledi, Dr Aaron	14
Mphahlele, Magauta	53
Mthiyane, Zibu	31
MTN	56
Musk, Elon	40, 42

Musk, Errol	42
Nkala, Lizwe	46, 47
Nyati, Themba	56
Obama, Barack	31
Old Mutual	26

## PQR

Pernod Ricard	45
PG Mavundla Engineering	39
Phakengi, Prof Mamokgethi	51
Posel, Prof Deborah	39
Prism Holdings	58
Public Investment Corporation	25, 26, 27
Ricard, Alex	45
Riley, Talulah	42
Ross, Rick	38

## STUV

SenSprout	45
Shah, Sonal	45
Shrimpton, Peter	20
Siemens	55, 56
Simukonda, Navy	60
SolarCity	42
SpaceX	42
Stanlib	27
Suárez, Juan Nicolás	44, 45
Teraco	58
Tesla	40, 42
Van Wyk, Lex	58
Vavi, Zwelinzima	38

## WXYZ

WhyFive Strategic Insights	32
Wilson, Justine	42
World Wide Worx	47
Zappos	12
Zip2 Corporation	42
Zoluhle Polymers	31
Zuma, Jacob	14, 51

# DESTINY

BOLD DISTINGUISHED YOU

## FOUNDER & CEO OF NDALO MEDIA KHANYI DHLOMO

EDITOR **MZOLISI WITBOOI**  
GROUP BUSINESS DIRECTOR **ELAINE CHANDLER**  
GROUP PUBLISHING DIRECTOR **INGRID WOOD**  
ASSOCIATE EDITOR **S'THEMBISO HLONGWANE**  
MANAGING EDITOR **RICHARD GOLLER**  
EXECUTIVE ASSISTANT: CEO **MARINDA BRINK**

## FEATURES

FEATURES WRITER **ATLEHANG RAMATHESELE**

## LIFESTYLE

LIFESTYLE & FASHION DIRECTOR **PAPAMA RAMOGASE**  
FASHION EDITOR **MPUMI SINKOTO**  
FASHION ASSISTANT **MPUMI SHANDU**  
LIFESTYLE PRODUCTION MANAGER **BONGO MAZWANA**  
LIFESTYLE ASSISTANT **NOMFUNDO NYAKALE**

## DESIGN

CREATIVE DIRECTOR **CORALIE ELSKE**  
ART DIRECTOR **SHAUN MALLETT**  
DESIGNERS **CHARL MALHERBE & ADAM WARDER**  
PICTURE EDITOR **SIYAMTHEMBA BOBOTYANA**

## COPY

GROUP COPY EDITOR **GWEN PODBREY**  
COPY EDITOR **EBRAHIM MOOLLA**  
PRODUCTION ASSISTANT **CANDICE PRETORIUS**

## DIGITAL

EDITOR **EDDIE MALULEKE**  
ASSISTANT DIGITAL EDITOR **KEMONG MOPEDI**  
COPY EDITOR **GILLIAN HURST**  
FEATURES WRITER: BUSINESS **THANDI SKADE**  
DIGITAL WRITER: NEWS **BULELWA DAYIMANI**  
DESIGN DIRECTOR: BUSINESS DEVELOPMENT **NEO MUTUMA**  
ASSISTANT DESIGNER **SIZAKELE MADLALA**

## ADVERTISING SALES, CONTRACT PUBLISHING & EVENTS

BUSINESS DEVELOPMENT DIRECTOR **MARILIZE HAY**  
SPECIAL PROJECTS DIRECTOR **LEIGH REIN**  
SALES MANAGER **TAMMY HOLTSHAUSEN**  
KEY ACCOUNTS MANAGER **ALYSON BROWN**  
KEY ACCOUNT MANAGER (CAPE TOWN) **LEE MOSTERT**  
DIRECTORY SALES EXECUTIVE **MINKIZA MAGUBANE**  
DIGITAL SALES **LUKE PETERS**  
DIGITAL & SPECIAL PROJECTS MANAGER **ZEE ALLY**  
CLIENT SERVICE EXECUTIVE **ANDILE NTOMBELA**  
EVENTS EXECUTIVE **TARRYN SCHOEMAN**  
EVENTS ASSISTANT **SHAAKIRAH VAN RENSBURG**

## MARKETING & CIRCULATIONS

STRATEGIC MARKETING DIRECTOR **MPHO NKOMONDE**  
STRATEGIC MARKETING MANAGER **ONKE DUMEKO**  
STRATEGIC MARKETING EXECUTIVE **NEO RAMITSHANA**  
STRATEGIC MARKETING INTERN **MBALI CINDI**

## GENERAL

EDITORIAL CO-ORDINATOR **TASNEEM VAN DER BYL**  
OFFICE ASSISTANTS **ELLEN BATSEGI & SINDI KHOZA**  
DRIVER **NHLANHLA KHANYILE**

DESTINY MAN IS OWNED AND PUBLISHED BY NDALO MEDIA (PTY) LTD.

**ndalo**  
media

CEO: NDALO MEDIA **KHANYI DHLOMO**  
DIRECTORS **LWAZI DHLOMO, RAJ LALBAHADUR**  
CFO **CHRISTELLE DUNN**  
FINANCIAL MANAGER **CHERISE RAE**  
FINANCIAL ASSISTANT (DEBTORS) **LIENTJIE VAN DEN HEEVER**  
FINANCIAL ASSISTANT (CREDITORS) **LAEL DU TOIT**

## WHERE TO FIND US

ADDRESS: **BRYANSTON CORNER, 1<sup>ST</sup> FLOOR, BUILDING B, 18 EALING CRESCENT (OFF CULROSS ROAD), CNR MAIN ROAD & BRYANSTON DRIVE, BRYANSTON 2191**  
POSTAL ADDRESS: **PO BOX 2077, LONEHILL 2062**  
TEL: **011 300 6700** FAX: **011 300 6767**

MAGAZINE WEBSITE: **www.destinyman.com**  
SUBSCRIPTION ENQUIRIES: TEL: **0860 100 204**  
EMAIL: **subs@ramsaysmedia.co.za**  
OUTSIDE OF SA: TEL: **+27 (21) 530 3112** FAX: **+27 (21) 530 3143**  
ADVERTISING ENQUIRIES: **tammy.holtshaussen@ndalomediam.com**  
EDITORIAL ENQUIRIES: **info@destinyman.com**  
COMPETITION, EVENT AND WORKSHOP ENQUIRIES: **info@destinyman.com**  
CIRCULATION AND DISTRIBUTION  
ENQUIRIES: **DEVEN PILLAY** TEL: **011 713 9185**

PRINTING DISTRIBUTION AND CIRCULATION

**paarlmedia**  
where printing is personal

**ON THE DOT**

**abc**

**Print & Digital Media**

ISSN: 1995-4298. ALL RIGHTS RESERVED. REPRODUCTION IN WHOLE OR IN PART WITHOUT WRITTEN PERMISSION IS STRICTLY PROHIBITED

THE VIEWS EXPRESSED IN DESTINY MAN ARE NOT NECESSARILY THOSE OF THE EDITOR, STAFF OR PUBLISHERS.



**SUBSCRIBE ONLINE AT**  
**WWW.DESTINYMAN.COM/PAGE/SUBSCRIBE**





# paco rabanne

The new fragrance for him

## INVICTUS



# LETTERS

Mail: [info@destinyman.com](mailto:info@destinyman.com)

Website: [www.destinyman.com](http://www.destinyman.com)

Write to: Letters, PO Box 2077, Lonehill 2062

The opinions expressed in letters are not necessarily those of DESTINY MAN or Ndalo Media. We reserve the right to edit letters. While we respect the wishes of writers who prefer to remain anonymous, we will not publish any letter unless we have the full name, address and contact details of its sender.



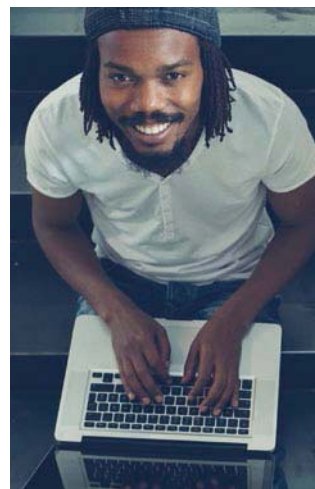
## EVERYBODY, EVERYWHERE

As I sit down and enjoy the August 2015 issue of DESTINY MAN, I can't help but be inspired by the *Bold & Distinguished at Any Age* feature. DESTINY MAN always celebrates great achievements and people doing well in their respective professions, but for some time, I've wanted to read something unconventional. You've provided me with it by featuring men who are security guards and paramedics.

I'm inspired not because I'm in those professions,

but because featuring them emphasises the fact that we need to celebrate everyone, irrespective of class and status. What matters is that people everywhere are excelling and making a difference to society. By celebrating everyone who is doing well, we encourage enthusiasm and productivity, which will see us grow as a country.

Thank you for the insightful feature. I salute all the bold and distinguished gentlemen out there. – **Karabo Molopyane, Pretoria**



## THE ALMIGHTY BLUEPRINT

I first came across DESTINY MAN in a local bookstore. The magazine immediately grabbed my attention. After checking out the website, I have never missed a single issue. I'm a teacher and a novice motivational speaker, who is still building his career. I've been inspired by the profiles of successful men in my age group and above.

God is leading me to a better life through the courage and strength I receive from your magazine. When I won an expensive laptop in a DESTINY MAN competition, my life took a turn for the better and I joined the editorial team on my school publication.

The tech resource I won helped me realise potential I didn't know was there. Now I can edit with few problems. I am looking forward to pursuing a career in environmental science and have written a book on the subject that is in the process of publication.

Thank you for inspiring readers and returning the dignity of man to its original state, according to the Almighty's blueprint. May God richly bless you all. I needed you so that others may need somebody like me because of you! – **Zweli Gokweni, King William's Town**

## TOURISM TURMOIL

I was quite moved by Justice Malala's column, *Long Live the Entrepreneurs!*, in the August 2015 issue. Tourism is one of our key economic contributors and it makes my heart sore to think that bureaucratic wrangling is placing the sector in peril.

Tourism has proven to be one of the fastest-growing industries in SA. The country

has hosted numerous international sporting events since 1994, including the 1995 Rugby World Cup, the 1996 African Cup of Nations, the 2003 Cricket World Cup, the 2009 FIFA Confederations Cup and, of course, the 2010 FIFA World Cup.

However, the departments of Home Affairs and Tourism can't seem to reach consensus over new visa rules, including the need for biometric testing and unabridged birth certificates for children. This, unfortunately, can have a very negative impact on the tourism sector.

Tourism in this country is one of the few good economic stories we have to tell, as it contributes positively and handsomely to the fiscus. Let's hope that it continues to do so. – **Edward Jimla, via email**

### ERRATUM

We would like to apologise for using an incorrect image of McDonald's CEO Greg Solomons (pictured here) in the *Borrow That Brand* feature in our September 2015 issue. The man pictured was, in fact, Spur Corporation CEO Pierre van Tonder.



### WRITE IN & WIN

Hugo Just Different is a reinvention of the classic, fresh, masculine fougère fragrance. Hugo Red is a contemporary blend of contrasting ingredients, full of cold and hot tension that stimulates the wearer and leaves him feeling energised and ready to challenge himself.

The writer of this month's winning letter receives a Hugo fragrance hamper consisting of 125ml Hugo Just Different, 125ml Hugo Man and 125ml Hugo Red fragrances, worth R3 105.





**BOSS**  
HUGO BOSS  
eyewear



# OWN YOUR CAREER

Career ownership is a new mindset that should be used by professionals who intend to be relevant today and in the future

Simon T Bailey's *Shift Your Brilliance* system includes a book, workbook, journal, DVDs and CDs to show you how to create a bright future. Visit: [www.simonbailey.com](http://www.simonbailey.com)



I was recently invited to speak to a group of leaders from IBM, MasterCard and Microsoft. I took the opportunity to learn what they were telling their employees, which inevitably has a direct impact on their customers. The common thread throughout their communications is summed up in the following sentences: “The adult daycare centre is officially closed. It’s time for you to own your career.”

Business is changing at the speed of light and to keep the pace, your organisation needs you to be your own career architect. But what is driving this line of thinking? Technology is clearly playing the biggest role. McKinsey & Co forecasts that by 2025, automation technology innovations will assume tasks now performed by 250 million knowledge workers worldwide, freeing the remaining workforce to devote time and energy to more creative pursuits.

As technology advances, every willing and able-bodied person should own their career. Some 51% of respondents in the 2015 Edelman Trust Barometer said the pace of development and change in business today was too fast, 19% said it was just right and 28% said it was too slow. I submit that the 51% are in for a rude awakening, because business is not going to slow down or wait for them to catch up.

Just over a year after declaring a new management style called holacracy – an approach to leadership that involves no job titles or formal bosses and



overlapping work circles – Zappos CEO Tony Hsieh sent a memo to his staff addressing how that change would manifest.

He declared that there would be no more people managers and that their new approach would “require fewer roles that primarily manage expectations and drive alignment across legacy silos”. He added that managers were important and had contributed to the success of the company thus far, but – going forward – there would be a new world order: self-management. Those who didn’t agree with this new direction could submit their resignations and if they were in good standing with the organisation, they’d be given a three-month severance package.

When you read about these changes, there is no reason to

feel nervous about your career. They make it great to be alive and should be the catalysts in challenging yourself to do what you can to become better in business.

Here are two strategies you can implement on the road to owning your career:

## CREATE A STRATEGIC LIFE PLAN

Either you fulfil the vision of the system or you hack the system to fulfil your own. In 10 years’ time, you will definitely be older, but will you be *better*? Consider putting together a strategic life plan that is broken into one-year, three-year and six-year goals. It should cover the seven core areas of your life – spiritual, financial, emotional, mental, social, career/business and

wellness. Decide how you intend to execute this plan.

## REINVENT YOUR JOB

In my travels around the world, I’ve noticed many professionals in middle management who are redefining their job descriptions by giving up what they have done for years. They are rewriting their positions based on what they are most passionate about and what aligns with the future direction of the company. Because these professionals are employees in good standing with brilliant reputations, they are being given the chance to do something new.

It’s similar to a start-up: tremendous risk, no guarantees and huge upside potential. Are you game? **DM**





# Make the best of every ground.

## The new GLE Coupé.

With a newly advanced drive system and suspension the stylishly powerful new GLE Coupé is a master class on and off the road. Its sporty aesthetics coupled with its slick DYNAMIC SELECT transmission modes will give you a reassuringly safe yet exhilaratingly sporty driving experience. For more information visit [www.mercedes-benz.co.za](http://www.mercedes-benz.co.za)

## Mercedes-Benz

The best or nothing.



# REWRITING THE NARRATIVE

Past victories in implementing tough policies should tell us that the present narrative in SA can be turned around. We need to look within ourselves

Justice Malala is a political commentator, television host and newspaper columnist.



**H**ow does one turn the fortunes of a country around? As this tough, demanding year begins to wind down, it is worth reflecting on a great South African victory that we don't even think about much these days. It is worth studying this one triumph to illustrate that it is indeed possible to turn negative narratives into positive outcomes.

Remember when SA was the country most associated with crackpot views on HIV/Aids? One could not travel anywhere in the world without being asked why we had the only government in the world that refused to accept the fact that HIV caused Aids. Worse still, people could not believe

that a country blessed with great leaders like ours would not provide free treatment to affected people. That is who we were from 2000-2005.

Today, however, the world is applauding us for the fantastic strides we

have made in combatting HIV/Aids. Earlier this year, the Joint UN Programme on HIV/Aids (UNAids) hailed SA for the significant progress we have made in the fight against this terrible scourge.

In its report, *How Aids Has Changed Everything: Meeting the MDG Targets*, UNAids said that the world had met

and exceeded the millennium development goal target and was on track to end the pandemic by 2030.

Gratifyingly, the report named SA as one of the countries that had made significant strides in

halting and reversing the spread of the virus. SA has turned around its decline in life expectancy within 10 years,

rising from 51 years in 2005 to 61 by the end of 2014, on the back of a massive increase in access to anti-retroviral therapy.

How did we achieve this? First, leaders in the ANC realised that HIV/Aids denialism was

taking us nowhere. Instead of burying their heads in the sand, they listened to civil activists such as Zackie Achmat and his Treatment Action Campaign. Government leaders began to accept that things had to change. Honesty was the first step.

The second step was leading by example. In 2009, President Jacob Zuma and Health Minister Dr Aaron Motsoaledi spoke openly and candidly about fighting HIV/Aids. They were following in the footsteps of Nelson Mandela, who had courageously revealed the effects the pandemic had had on his own family.

This sort of leadership matters because it takes people along with you. Our people began taking anti-retroviral drugs in their millions. They lived longer and healthier lives. Being HIV-positive was no longer a death sentence.

Finally, there was a consistent, unified message from government. We were all pulling together in one direction, in pursuit of one goal. This is a key lesson for all leaders.

We have major challenges in SA. However, if there is one take-away from the HIV/Aids story, it is that exemplary leadership, consistent policy-making and dedication can turn even the most negative narrative around. As we enter the second half of this decade, this is a lesson we should all heed. We can turn the economy and many other negative aspects of our country around. We have done it before, after all. **DM**



INSTEAD OF  
HIRING A SUPERMODEL  
*WE BUILT ONE.*

Dojol15-D110624



**MASERATI GHIBLI. STARTING FROM R1 322 000.00**

THE ALL NEW MASERATI GHIBLI IS POWERED BY A RANGE OF ADVANCED 3.0 LITRE V6 ENGINES WITH 8-SPEED ZF AUTO, INCLUDING A V6 TURBODIESEL ENGINE. NOW STANDARD WITH THE MASERATI 5 YEAR 100,000KM SERVICE-PLAN, AND 24HR MASERATI CONCIERGE SERVICE.

ENGINE (GHIBLI DIESEL): V6 60° 2987 CC - MAX POWER: 275 HP AT 4000 RPM - MAX TORQUE: 600 NM AT 2600 RPM - MAX SPEED: 250 KM/H  
0-100 KM/H ACCELERATION: 6.3 SECS - FUEL CONSUMPTION (COMBINED CYCLE): 5.9 L/100 KM - CO<sub>2</sub> EMISSIONS (COMBINED CYCLE): 158 G/KM

The data may not refer to the model represented.

[www.maserati.com](http://www.maserati.com)

**MASERATI JOHANNESBURG**

BUILDING NO. 3, BRYANSTON BOULEVARD, 2985 WILLIAM NICOL DR, BRYANSTON.  
Phone: +27 (0) 800060077 / E-mail: [info@maseratijhb.co.za](mailto:info@maseratijhb.co.za)



**MASERATI**  
*Ghibli*



# IT'S NO JOKE

We live in a world where jokes are sent, not told, and where we type "LOL", instead of actually laughing out loud. So much for progress!

Rich Mulholland kicked off his career as a rock'n roll roadie before starting SA's largest presentation firm, Missing Link, and co-founding 21Tanks, SA's first perspective lab. He blogs on: [www.richmulholland.com](http://www.richmulholland.com)



**A**n eight was walking down the road one day when a zero walked past and said: "Nice belt."

That was the first joke that my wife ever told me. It's her second-favourite one and she's been telling it for years. I also have a go-to joke, but mine's a long one involving a radio DJ, a female fan and a microphone. If you see me around, ask me to tell it to you – it's hilarious.

Growing up, I told jokes all the time. Every school break was filled with someone telling a – usually inappropriate – gag to the rest of us. A good one was both social currency and lubrication. If you could tell one, you were gold. I got my ammo from my dad – he's the only person I know who still tells me jokes every time I see him (albeit with the occasional re-run). It's one of the things I love most about

**There's very little better than holding court in the middle of a group of mates, telling one of your latest jokes.**

the guy. My dad makes me laugh every time I see him – how cool is that?

Today is a little different for the rest of us, though. We've outsourced "funny" to the share button on Facebook or a YouTube clip in a PowerPoint presentation. Instead of *being* funny, we're *showing* it. It's not the same.

Sure, that e-card made me smile while sitting on the crapper and that video of the guy diving



into the frozen swimming pool got a well-deserved "ROFL!" from me in the comments section. However, while there's some currency to be earned by sharing an online joke, people rarely remember where they saw it or who showed it to them.

Telling a good joke, though, is a beautiful thing that's infinitely more satisfying. There's very little better than holding court in the middle of a group of mates,

telling one of your latest jokes, and seeing them collapse with laughter, tears streaming down their faces, when you deliver the punch line.

Remember how awesome it felt? How often do you laugh like that on Facebook? Isn't a belly laugh like that far better as a shared experience?

Joke-telling is a dying art, but it isn't dead yet – it just needs a little resuscitation. So let's

insource funny again and tell actual jokes. I know it's hard, so I saved my wife's all-time favourite one for last. Feel free to drop it the next time you get a chance.

"I went to a party the other night. The DJ played *The Twist*, so I twisted. The DJ played *Jump*, so I jumped. Then the DJ played *Come On Eileen*... and that's when I was asked to leave!"

Here's hoping for a laughter-filled month for everyone. **DM**





## Best Series & Movies. Online. Anytime

When you get ShowMax, you get to watch the best series and movies online, anytime. Enjoy blockbusters, Box Sets, cult classics and beloved kids' shows on any screen.

Get to [ShowMax.com](http://ShowMax.com) and get your 7-day free trial

# SHOW MAX

**1000s OF HOURS · R99<sup>PM</sup>**

T&C apply. Data costs may apply.

**SHOWMAX.COM**



The Wire | Seasons 1-5



**T**welve years ago, Shrimpton began riding into Cape Town's townships on his motorbike to find out how he could help SA's growing number of HIV/Aids orphans. As he spent more time working with the people hit hardest by the pandemic, most of whom were living in extreme poverty, he realised that any hope of upliftment rested on finding a sustainable solution to implementing long-term, lasting change.

"That's when my problems began," says Shrimpton. Unbeknown to him, he had stumbled upon the idea of social entrepreneurship 12 years too early.

He acknowledges that NGOs

controversial from a political perspective, as my idea centred on people working themselves out of poverty within the framework of a supportive NGO," says Shrimpton. The banks didn't want to listen, as they simply couldn't understand why he would want to invest in chronically poor areas.

**"It was quite controversial from a political perspective, as my idea centred on people working themselves out of poverty within the framework of a supportive NGO."**

So it was left to Shrimpton to demonstrate that the idea would work. "The biggest concern for any individual is food and shelter," he explains. Setting up Heart Capital, with its mission to "solve critical social problems through innovative solutions that are financially sustainable, scalable and replicable", the first issue his organisation tackled was food security.

Although township-dwellers had access to vegetables, it was poor-quality, chemically grown produce that was rejected by commercial retailers. Heart Capital's response was to set up FoodPods, "a social enterprise that provides people living in townships with the infrastructure, training and support they need to grow and sell fresh, organic vegetables". The innovation comes in growing vegetables in milk crates filled with compost, which eliminates the need for soil preparation and thus takes the hard work out of farming. This social enterprise project has had great success in Philippi and another FoodPods hub has been set up in Kayamandi, Stellenbosch.

Heart Capital runs six

projects in total, including Hubspace, a business incubator that works with 40 township-based entrepreneurs. Two more hubs will shortly be opened in other townships, aiming to uplift even more people out of poverty.

There have been many lessons along the way for Shrimpton and his team, but he is happy to report that three years ago, the message of social entrepreneurship started to become more warmly received.

"The country's academic institutions are driving this change in many ways, with their offering of diploma courses in social entrepreneurship," he says. "Young people are starting to realise that they can use commercial skills, like sales, marketing and production, to make a big impact on the social upliftment of this country." **DM**



## HUB OF THE HEART

Despite initial resistance, founder and CEO of Heart Capital Peter Shrimpton's project for sustainable upliftment has proved to be a model for social entrepreneurship

were doing good work in the townships, but as soon as their funding ran out, they would have to halt their projects or close their doors entirely. This contributed in large part to Shrimpton realising the need for a self-funding model. However, when he started encouraging NGOs to be financially sustainable, he encountered a lot of resistance. These organisations, many of which had relied on donor funding for decades, were threatened by his message of social enterprise.

The donors themselves didn't take to it either, not wanting to hear that they weren't getting the best bang for their buck, and government found the concept dubious. "It was quite

# WIN!

*Boss Bottled Oud is a new and idiosyncratic scent that joins the Boss Bottled collection as a fragrant expression of the man of today's style and modernity.*

*Boss Bottled Intense is the fragrance for the man of today, who lives his life with intensity, while staying grounded.*

To thank Peter Shrimpton for sharing his entrepreneurial journey, he receives Boss Bottled Oud and Intense fragrances worth R2 675.





*Speaks Volumes,  
Whispers Refinement*



## THE FORD **KUGA**

➤ With a range of powerful and efficient EcoBoost engines

From Ford's award-winning EcoBoost engine technology to a tailgate\* that opens with the wave of your foot: **KUGA** epitomises advanced technology. In fact, this is the smartest and most sophisticated **KUGA** yet. It simply doesn't shout about it.

Power tailgate available on Titanium specification only.



[www.ford.co.za](http://www.ford.co.za)  
Visit FordSouthAfrica



**Go Further**

# TRIVIAL PURSUITS

Pub quizzes can turn even a mild-mannered somebody into a raging lunatic scribbling random facts into a “special” notebook

Ebrahim Moolla is still trying to find that pesky plot.

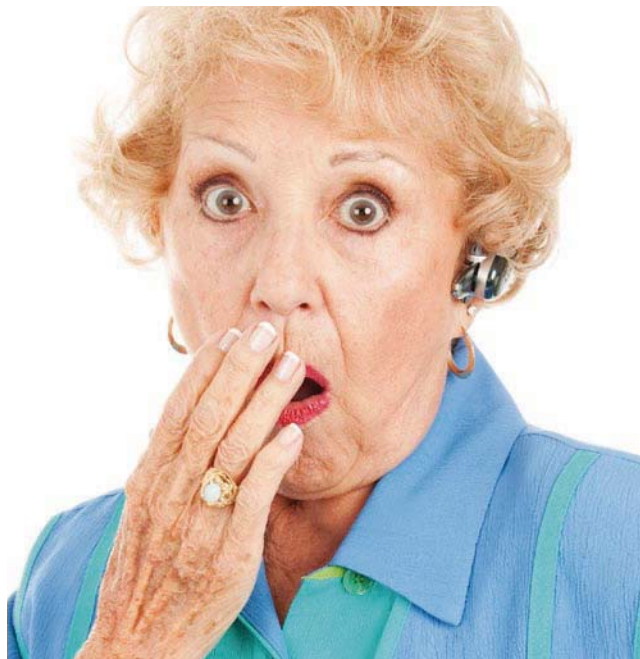


**W**hy is it that admitting to a trivia addiction is more difficult than, say, a penchant for sniffing benzene? You know you have a problem when you step out on a nocturnal mission to get cigarettes and Magnums and end up at the Dros calling for points to be deducted from an old lady's score because you think her hearing aid is a Bluetooth earpiece.

This is a legit addiction, ranking seventh on the list above such trusty standbys as cough mixture and popping bubble wrap. It's hard not to be sucked into the vortex when you're bombarded with useless information at every juncture. It's enough to make you lose your Chappies wrappers. There's even a World Quizzing Championship, which sounds like the kind of thing they would screen on SuperSport 39, wedged between toe wrestling and Speed Monopoly.

Whoever said that Google killed general knowledge clearly hasn't been to their local on quiz night. In this realm, where cellphones are quarantined in the centre of the table, the man with the most inconsequential factoids stuffed into his grey meat is king.

Part of the weekly ritual involves making up a suitably witty team name. We are called the Quizzical Eyebrows because Trivia Newton John was already taken, but there seems to be a curious Teutonic bent to many of them. Ze Perm



Men and Hasselhoff's Hairy-legged Whore Hunters are among our closest rivals. A word of warning, though: opt for something even vaguely intellectual and a team called the Quack-quack-quacksters are likely to crush you. You'll suddenly get questions like: "What is the chemical structure of DNA?" and your rivals will be asked: "How's the weather?"

There are usually two distinct types of people at these quizzes. There are the rank amateurs, who will be adamant that Dolph Lundgren was the first person to orbit the Earth and look down their noses at you if you dare to disagree. They will also usually spend a lot of time figuring out what an anagram is before actually getting stuck into one.

Part of the weekly ritual involves making up a suitably witty team name. We are called the Quizzical Eyebrows because Trivia Newton John was already taken.

Then there's the professional quiz impresario who has spent the past 25 years carefully documenting who has kept detailed records of pub quiz results and win percentages and looks wistfully into the distance whenever there's mention of *Who Wants to be a Millionaire?*

This person will assume that only the most uncultured

baboon wouldn't know that during World War II, the crew of the British submarine *HMS Trident* kept a fully grown reindeer called Pollyanna aboard their vessel for six weeks. Hold on – there is a third type of quiz participant – those tight-lipped individuals who look as if they're about to moult at any second and fly around the room.

This isn't like the game shows on TV. You can pretend not to be interested when a difficult question comes up or – craftily – wait till a second after the contestant has answered to blurt it out. Here you will reveal your ignorance – except when it comes to No 1 hits of 2002 – in front of complete strangers, and they will not hesitate to rub your face in it. Nobody will rub your back when you forget the title of the national anthem in the heat of the moment. It is a little-known fact – and one that you should scribble down in your notebook now – that most fights at pubs are not over spilt beer or giving someone's else's girl the eye, but trivia.

But all that ceases to matter when you somehow manage to emerge triumphant, whooping with delight and bear-hugging the waitress, the sheer, unadulterated joy of winning beginning to light up your spine. Then the quizmaster hands you that coveted first prize: a bottle of cream of mushroom liqueur, an "I'm With Clever" tee and a Radio 2000 lanyard. **DM**





# THIS IS BBC BRIT

WE DON'T DO BORING

A BRAND NEW CHANNEL NOW ON DStv CHANNEL 120

GADGET MAN - MONDAYS AT 21:00 CAT

**BBC**  
**BRIT**

**DStv**







# The Eastern Plan

Public Investment Corporation (PIC) CEO Dr Daniel Matjila is a man on a mission. At the helm of a R1,8 trillion portfolio, he believes investing directly into the economy will contribute to socio-economic transformation and generate returns for clients

## **MATJILA IS MORE THAN AN HOUR LATE FOR OUR INTERVIEW,**

but he apologises profusely and I sympathise with him. He's just returned from an international business trip and had to come straight from the airport to his organisation's strategic review meeting at The Blades Hotel, outside Pretoria, where we meet for lunch. He looks tired, but is more enthusiastic than many of the salesmen I've met.

He has big dreams for the PIC, considering that he has a purse big enough to buy a small country. But – thank goodness – he knows it's not his money. The PIC's largest client is the Government Employees' Pension Fund.

You should take his comments seriously, especially if you're a civil servant or pay Unemployment Insurance Fund levies, like most of us. The PIC is one of the largest investors in local equities, with investments constituting around 13% of the market capitalisation of the JSE. "Dr Dan" – as he is affectionately known to his colleagues – wants his organisation to drive the country's economic growth, play an active role in its socio-economic transformation and achieve a 15% annual compound growth rate over the next few years.

"The exciting part is how we invest and where we put our money. Our job is about risk-taking, but our moves have to be calculated. We take risks that we believe are going to pay off. We might get surprises from time to time, but the portfolio is doing well," he says. —————→

“The current economic crisis should teach us that we can’t depend on China.”

### IMPACT INVESTMENTS

Is this achievable? The man has a master plan. “We think there’s scope if we move into alternative assets, as that also reduces the risk profile of the portfolio in the sense that it won’t be too exposed to JSE fluctuations. If we invest in the economy, the risk becomes manageable – all we need is for the economy to grow by 3-3,5% for us to achieve 16-17% asset growth at the PIC,” says Matjila.

He believes that if other fund managers invested prudently, the country’s economy would grow rapidly. “We need strategic partnerships with other players, including Old Mutual and Liberty, looking after pension funds. If we make a concerted effort to invest wisely in the economy, we can turn it around. The current crisis should teach us that we can’t depend on China.”

The PIC has three arms – Global Equities, Bonds and Africa Listed and Unlisted – and the portfolio currently consists of listed (70%), unlisted (20%) and off-shore (10%) investments. Matjila believes that its developmental investment mandate is going to drive economic growth. “We want to invest in sectors that are a catalyst for economic growth. These are well defined in the New Growth Path. We want to take advantage of opportunities created by government policies.”

Many of these sectors are in infrastructural development, priority (such as agriculture and agro-processing) and sustainability investments (like renewable energy and green buildings). He also believes that the PIC has a responsibility to help other parastatals, as economic growth is a national interest.

“We support other state-owned entities – including the South African National Roads Agency and the Land Bank – and help Eskom keep the lights on. We own bonds in the power utility worth more than R80 billion. We are also a big player in the renewables sector, as we support power generation initiatives from both community and direct investment levels. The power crisis needs to be addressed quickly if we want to grow the economy.”

As much as Matjila has an appetite for risk, he knows there’s no room for recklessness. “Right now, we are emphasising governance. If we get it right, it will drive good risk management in the companies we invest in.” He adds that to mitigate risk, the PIC is represented on the boards of the investee companies in its portfolio. “We get some of our people to sit on the boards of some companies we invest in as a means of risk mitigation. I also

sit on the boards of listed companies.”

Matjila believes there’s huge potential for growth beyond South African borders and the PIC’s investment in Ecobank – a staggering \$250 million (about R3,3 billion) – is proof that he puts his money where his mouth is. The bank operates in 36 countries on the continent. In the current financial year, the PIC undertook to invest R2,5 billion, while the investment entity’s largest transaction in 2013/14 was buying a 1,5% stake in Nigerian billionaire Aliko Dangote’s Dangote Cement for \$289 million (about R3,5 billion).

The PIC’s footprint on the continent is further extended by the 30% stake it acquired in fund manager Harith. “In 2005, then PIC CEO Brian Molefe came up with the idea that we should start a pan-African infrastructure development fund. The following year, we set up Harith, which is now managed by Tshepo Mahloele. I’m pleased to say it has financed about 80 projects in Africa [excluding SA] and is our infrastructure vehicle for the continent.”

With regard to socio-economic transformation, Matjila says the PIC prefers to work in partnership with companies. The organisation’s strategy is to invest in companies that “are exposed to sectors with high social impact, such as job creation and economic growth,” he says.

Globally, the PIC has been looking at how it can leverage the country’s Brazil, Russia, India, China and SA (Brics) group involvement. “We would like to explore how we can work with other Brics countries to expand our coverage and help grow the country’s economy and the PIC portfolio,” Matjila explains.





## DAN THE MAN

It may be easy to write off his ambitious plans as fantasy, but we can't overlook how far Matjila has come. Born in the village of Ga-Rasai, north of Pretoria, in the early Sixties, he moved to Ga-Rankuwa in 1968 to begin his primary education. He developed a passion for physics at high school, but couldn't afford to go to university after passing matric in 1980.

He desperately wanted to become an engineer and began working as an apprentice at Asea Electric (now Powertech) in Rosslyn, Pretoria. "I was doing fitting and turning and earned wages of R61,50. I saved about R50 a week," he recalls.

A year later, he registered for a pre-engineering course at Fort Hare University, as blacks, at the time, were required to do a bridging course before registering for an engineering degree. His savings were only enough to see him through the year, but – luckily – he was awarded a De Beers Chairman's Fund bursary to finish his studies.

After obtaining his BSc cum laude, majoring in physics and maths, he did an Honours degree in applied maths, also graduating cum laude, and ditched the idea of becoming an engineer. Matjila later obtained an MA at Rhodes University (1986) and a PhD at Wits University in 1994. His illustrious academic career notwithstanding, he joined the corporate world, after a stint as a lecturer at the University of the North (now University of Limpopo) and Technikon Northern Transvaal (now Tshwane University of Technology). Despite holding a doctorate, he started as an intern at Anglo-American and trained as a quantitative analyst in the mining company's investment department.

"The transition from lecturer to analyst was tough: the biggest challenge was understanding investments. I had not studied economics and knew nothing about shares. Training at Anglo wasn't great. It felt as if the company was trying to make up the numbers in terms of having black staff on board. I felt as if I'd been thrown in at the deep end."

Matjila says it was after he moved to Liberty that his career began to develop. "I worked under the MD, Alan Miller. All the structures he had in place supported the concept of team work. I was a Senior Quantitative Analyst and my understanding of derivatives helped a lot. It was a great joy to see my quantitative analysis model having an impact on the investment decision-making processes in the organisation. Stanlib [as Liberty Asset Management became known after its merger with Standard Bank Asset Management] is where I learnt investing techniques and risk management."

The National Treasury seconded Molefe, who had been a long-time acquaintance of Matjila's, to the PIC in 2003 with the mandate of turning the organisation into a modern asset management entity. "Molefe asked me to do risk management for the PIC on secondment from Stanlib. In 2005, the PIC became a fully-fledged corporation and I played a role in the process. A Board of Commissioners appointed by the Minister of Finance had managed the organisation."

The corporatisation process wasn't without its challenges – chief among them, changing the legislation of the PIC. The organisation had no more than 30 employees before being made a corporate and the management needed to attract skilled personnel from the onset. Matjila, who would eventually leave Stanlib, says he was the first employee to be promoted when he was made Chief Investment Officer in 2005.

Although he has been at the helm for little less than a year, he has a clear target: "I want to redefine the vision of the PIC, making it more relevant to the economy. The size of the assets we manage is slightly more than one-third of the nominal GDP and I strongly believe we can have a significant influence on the national economy."

He sees his position as a national duty more than anything else and is quick to point out that he pays top dollar for his staff. "To provide clients with better service, we need to hire the cream of the crop and retain them."

Before being appointed CEO last year, he was pocketing around R14 million per year, but he says his counterparts in the private sector earn much more and are under less scrutiny. "Whenever I look at the R1,8 trillion figure, I remind myself that the money isn't mine. It's been earned the hard way by the country's civil servants. My wife and brother are teachers and my sister-in-law is a social worker. I have to make sure that the money's well looked-after. I find solace in knowing that we've built a strong team of smart, young people who are doing all the analytics – we understand the risks we're exposing ourselves to and can manage them," says Matjila.

He doesn't shy away from quantifying his targets, benchmarking the PIC against the world-renowned Singaporean Government Investment Corporation. "To get there, we need people who care about their fellow citizens. We also need proper systems and strong governance.

"We can do this, considering that we have been enjoying around 14% growth since corporatising. Our portfolio is diversified enough to cushion us against volatility. When the market crashed in 2009, the whole portfolio dropped about 7% in relation to the 30% fall in equities. Because we had the right mix, we were able to withstand the global crisis."

When I laugh at his lofty aims, he retorts: "Does that sound ambitious? When parastatals say they're doing well, we hold our breath, hoping their figures aren't concocted. It shouldn't be like that." **DM**

**The ABC OF PIC**

**Biggest**  
asset manager in Africa

**ESTABLISHED IN 1911**

**100%**  
state-owned

**13%**  
JSE-listed assets

**Corporatised in 2005**

# DESTINYMAN.COM

BUSINESS STYLE MULTIMEDIA SPORTS WHEELS BOLD DISTINGUISHED YOU

#DestinyManShoutOut

Know of a young entrepreneur or corporate climber who is doing well in their field?

Email their details to:

[hello@destinyman.com](mailto:hello@destinyman.com)

and they could be featured on our social media platforms.



## HAVE YOU SIGNED UP FOR OUR NEWSLETTERS?

Get more business news, incisive features, entrepreneurial advice and fashion tips by signing up for our weekly newsletters. As a subscriber, you also qualify for exclusive online competitions.

Visit: [destinyman.com](http://destinyman.com) to sign up.

## Win a GetSmarter online short course worth **R12 500!**

Whether you want to advance your career, launch a business or become a freelancer, GetSmarter's flexible, online, career-based courses will empower you with the confidence you need to succeed. Visit: [getsmarter.co.za](http://getsmarter.co.za) to view a full portfolio of more than 50 university-approved courses.

**The competition closes on 19 October 2015.**  
Visit: [destinyman.com](http://destinyman.com) for entry details.



## GET THE BEST OF DIGITAL

DESTINY MAN is available digitally on MySubs, a platform that allows readers to download stand-alone issues of the magazine or subscribe for the year. That's the same content as the print edition – delivered to your PC, laptop, iPad or Android cellphone. Visit: [mysubs.co.za/magazine/destiny-man](http://mysubs.co.za/magazine/destiny-man) to subscribe.

FOLLOW US



FACEBOOK  
[facebook.com/destinymanonline](https://facebook.com/destinymanonline)



TWITTER  
[twitter.com/Destiny\\_Man](https://twitter.com/Destiny_Man)



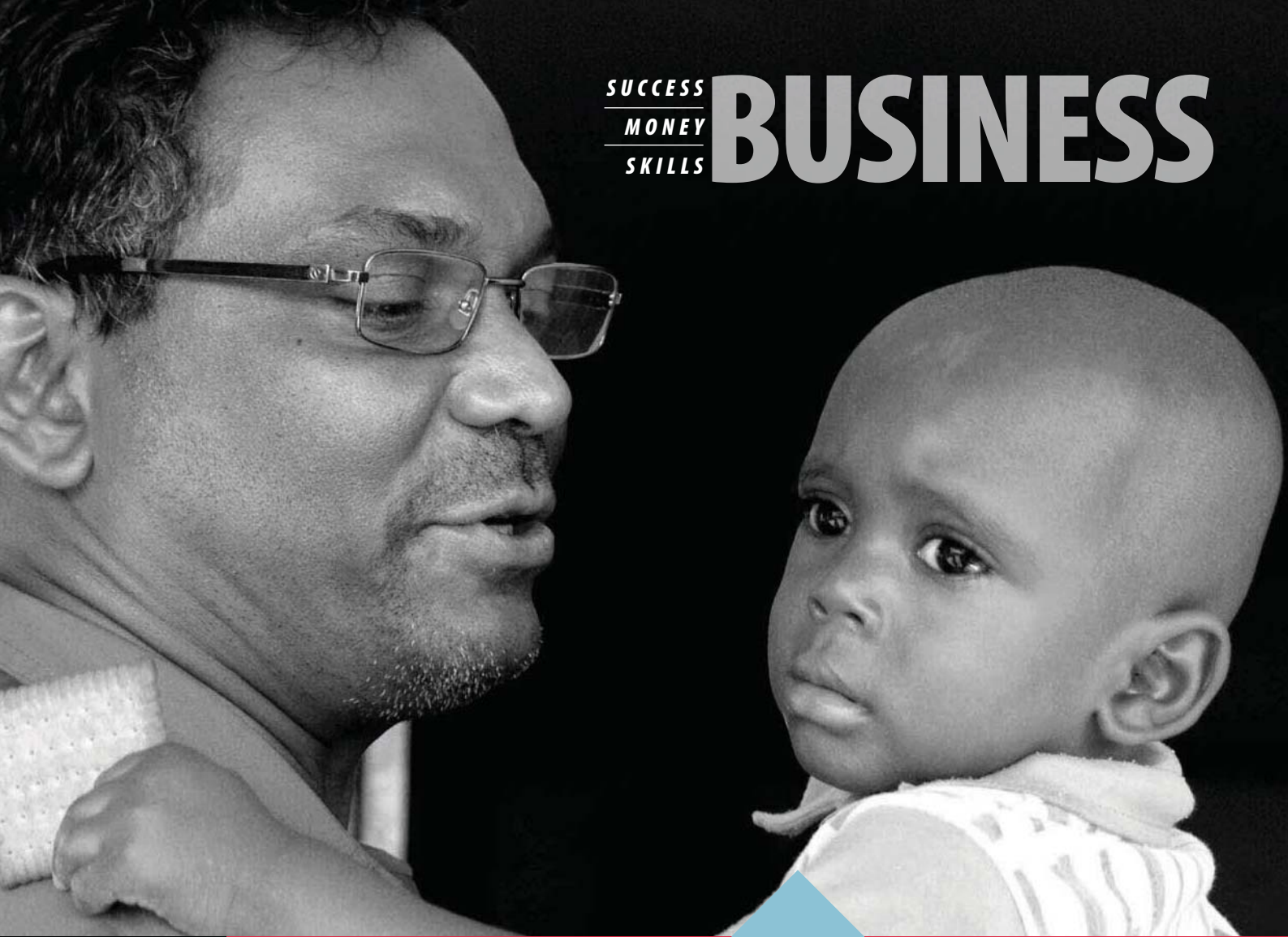
GOOGLE+  
<https://plus.google.com/+destinyman>



INSTAGRAM  
<https://instagram.com/destiny.man>

Join SA's most engaging online community for entrepreneurs and professionals





DEVELOPMENT WRITTEN BY GILLIAN KLAWSKY

## *The economics of children's rights*

**B**orn in Bamako, Mali, De Lys developed an early passion for working to eradicate poverty. "I was 17 when an old Tuareg nomad from the desert parts of the country came to the gate of our family residence to beg for a drink of water," he explains. Struck by the man's story of his descent from comfort to poverty because of a drought that killed his cattle, he found his calling.

"From that day, I committed to fight against causes that trap people in poverty and continuous need of

assistance," he says. "Some 30 years later, I've built enough professional and personal evidence to argue that successfully mitigating economic hardship and promoting self-reliance are key determinants in building the safety net and resilience that individuals, families and communities need to survive unexpected hardship and avoid dependency on humanitarian assistance."

From working as an economist for the US Department of States' Mission to Mali to serving in numerous international organisations, De Lys has committed his

Armed with a Master's in international economics from the University of Aix-Marseille in France, Unicef SA Director Hervé Ludovic de Lys has made a career of applying his economic expertise to humanitarian causes. He discusses the plight of Africa's children

life to socio-economic development in Africa. Before moving to his current role, he worked as the Unicef representative in Côte d'Ivoire. "My focus was mainly on mobilising the humanitarian emergency and post-crisis recovery expertise and capacity of Unicef to help the government resume critical services to women and children and rebuild after a devastating 10-year political crisis," he explains.

In SA, his role is different, centering on working with government to support service delivery and using "all the vast knowledge and expertise available in SA to forge comprehensive policies and improve the cost-effectiveness of the ongoing massive public investments made by the government in upholding child rights". Unicef and the South African government have agreed to implement a five-year-plan (2012-2017) in pursuit of this goal through the strengthening of comprehensive child protection systems.

De Lys stresses the role

## DEVELOPMENT

of African governments in sustaining the continent's rapid economic growth through championing child rights. "They need to keep in sight that rapid and durable progress can only happen with an equitable redistribution of resources and a public governance management framework that allows children and youth to become contributing members of society by expressing their concerns and aspirations," he says.

"African leadership is confronted with many compelling and competing priorities, but it's our duty to remind all child rights duty-bearers, from governmental agencies to communities and international partners, that investing in children today is one of the most effective ways to build the kind of peaceful, autonomous, innovative, resilient and productive nations that all governments aim at in their long-term vision for Africa."

## High stakes

- Today Africa has the youngest population in its history. More than 200 million people aged 15-24 live on the continent.
- According to demographers, by 2030, about one in four children under the age of 18 and one in three children under the age of five in the world will live in sub-Saharan Africa.
- A new report from Unicef, *Generation 2030*, shows how Africa, already the world's second most populous continent with over one billion inhabitants, is experiencing a demographic shift unprecedented in scale and swiftness. In the next 35 years, 1.8 billion babies will be born in Africa, the continent's population will double in size and its under-18 population will increase by two-thirds to reach almost one billion.
- According to the report, the economic implications are huge, as this represents vast potential for the continent. Investing in children will be paramount for Africa to realise the rights of its burgeoning population and reap demographic dividends.

# \$2,6 trillion

The predicted value of global Islamic banking assets in 2017.

Source: PwC

## BUSINESS BOOK

### HEAVEN'S BANKERS: INSIDE THE WORLD OF ISLAMIC FINANCE

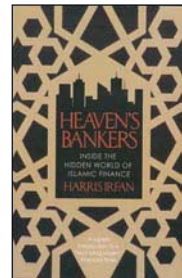
by Harris Irfan  
(R320, Constable)

With the world economy currently in dire straits and investors on the lookout for an alternative form of financing, the risk-sharing concepts espoused by Islamic bankers have been gaining traction across the globe. Irfan offers readers insights into the establishment of the Islamic financial system and the first Muslim banks in Saudi Arabia and the Gulf States and identifies the point when Western banks awakened to the enormous profit potential in what is today a trillion-dollar industry.

Refreshingly free of jargon — although an understanding of the basic tenets of the Abrahamic faiths helps — Irfan glides easily from history teacher to master storyteller, leaning heavily on his personal experiences as a pioneering Islamic banker. He also looks at the future of Islamic finance, explores the negative impact of terrorism and presents the ethical challenges inherent in the model.

Our only issue is with the title: does he really expect us to believe that bankers are allowed in heaven?

— Ebrahim Moolla



## BUSINESS EVENTS COMPILED BY GILLIAN KLAWSKY



#### BUSINESS OF DESIGN – SPRING 2015

7-8 October, Cape Town and 21-22 October, Jo'burg

Beneficial for creatives, business people and entrepreneurs, this bi-annual event is led by top industry experts and design professionals providing guidance, inspiration and practical tools to revolutionise the way people do business. **Visit:** [www.businessofdesign.co.za](http://www.businessofdesign.co.za)



#### DYNAMIC WEALTH CONFERENCE

17 October, Protea Hotel Marine,  
Marine Drive, Port Elizabeth

Boost your financial savvy with the help of top experts in wealth creation. From tips on building and protecting your wealth to investment strategies and tools and income-generation tactics, the one-day conference is your first step in building a successful financial future. **Email:** [events@workyourwealth.co.za](mailto:events@workyourwealth.co.za)

#### 22<sup>ND</sup> AFRICA OIL WEEK/AFRICA UPSTREAM CONFERENCE 2015

26-30 October, Cape Town

International Convention Centre

"The world's most senior-level annual oil and gas-energy industry event held in, on and for Africa", it features more than 120 speakers from governments, public and private companies, African national oil firms, licensing agencies and key players in the industry.

**Visit:** [www.africa-oilweek.com](http://www.africa-oilweek.com)



#### SPORTS AND EVENTS TOURISM EXCHANGE (SETE)

27-29 October, Protea Hotel Fire & Ice!, Menlyn, Pretoria

A business-to-business platform formulated in an effort to boost SA as a sports and events tourism destination, SETE is now in its fifth year. The 2015 edition will focus on golf tourism, the business of sport and trends in the sports and events tourism industry.

**Visit:** [www.sportsandevents.co.za](http://www.sportsandevents.co.za)



KwaZulu-Natal businesswoman Zibu Mthiyane was recently selected as a Mandela Washington Fellow for 2015 as part of President Barack Obama's Young African Leaders Initiative. More than 30 000 people had applied for it



## Perception-shifter

**During my six weeks of intensive executive leadership training in Washington, I learnt that my definition of success is flawed.** Success is not only about owning a bigger car or wearing expensive clothes. What is stopping an average SA youth from starting a business is not so much fear of failure, but a flawed definition of success. My contemporaries must understand that the Range Rover they are driving does not come from their own hard work, but from the service and sacrifice of people like Nelson Mandela, Bantu Biko, Chris Hani, Solomon Mahlangu and others.

**“What is stopping an average SA youth from starting a business is not so much fear of failure, but a flawed definition of success.”**

**I'm the founder and CEO of Zoluhle Polymeric.** Most of our piping products are used in water reticulation projects, as well as plant and manufacturing processes. Our order book is sitting at R2,8 million for the year ending 2016. As an

MBA graduate from the University of Stellenbosch Business School, I still want to improve my entrepreneurial skills and be a successful serial social entrepreneur.

**I have faced many challenges.** I ran away from home when I was 17 years old and fell pregnant at 18. I refuse to use my challenges as reasons for failing. I find that success honours my losses, as much as it validates my dreams.

**I have written a book about SA's political history.** It tells the story of a young eagle that grows up in a chicken coop. It didn't know that it could fly, because it tried to fit in with the “chicken” narrative and feared that an attempt might end in disaster and earn it ridicule.

**I have dedicated my time to helping raise funds for schools in my hometown of Richards Bay.** I have also mentored a lot of women in the engineering sector, because I understand why they can't access higher positions.

**In my lifetime, I hope to see free and quality education for all South African children.** We need to improve accessibility and mobility for disabled people and the participation of people with intellectual disabilities in the economy.

## OCEANS DEEP

SA's ocean economy has the potential to contribute billions to national development, as these figures reveal

**30 000**  
The number of vessels that pass through SA's waters annually.

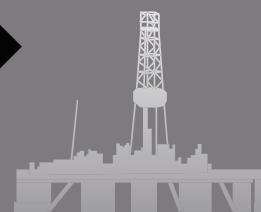
**R177 BILLION**  
The estimated revenue SA's ocean economy could generate by 2033, according to a study by the Nelson Mandela Metropolitan University.

**13 000**  
The number of vessels that dock in SA's ports annually.

**R9,2 billion**  
The amount that will be spent to develop Saldanha Bay as an oil and gas hub.

**300 MILLION**  
The tonnes of cargo on foreign-owned vessels shipped into SA.

**1,2 million**  
THE NUMBER OF TONNES OF LIQUID FUEL THAT PASS SA'S COAST ANNUALLY.

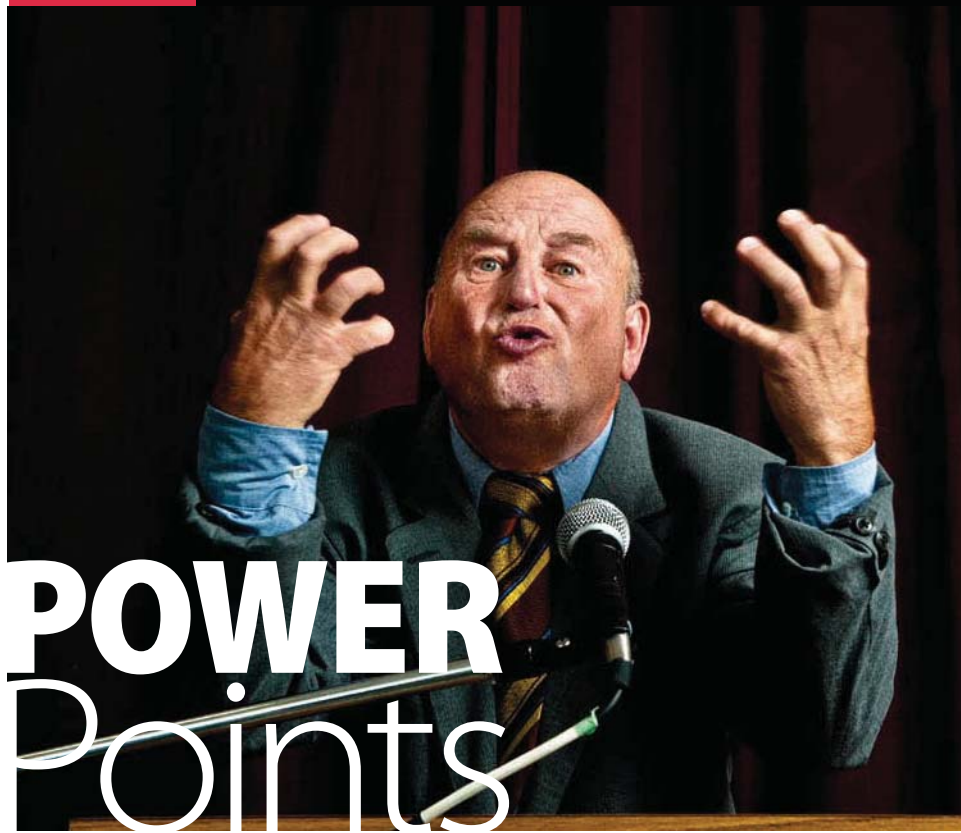


**370 000**  
The number of barrels of oil and gas that can be produced per day by SA, if the country investigates the possibility of offshore oil and gas exploration and drills 30 exploration wells in 10 years.

**R660 MILLION**  
The amount set aside for the construction of the already-approved Burgan Fuel Storage facility in Cape Town. Construction started at the end of August 2015.

## PRESENTATIONS

WRITTEN BY RICHARD GOLLER

DE KOCK'S  
PRESENTATION  
DO'S AND DON'TS**Do...**

- *Look the part – or at least shave!*
- *Use fewer words and bigger fonts.*
- *Use meaningful images.*
- *Ensure there's a logical flow.*
- *Make eye contact as much as possible.*
- *Use short sentences to emphasise points.*
- *Use a clicker if you're using PowerPoint.*

**Don't...**

- *Be late. It just causes anxiety.*
- *Get into arguments mid-presentation.*
- *Try to be funny – not everyone is.*
- *Think that projectors "enlarge" tiny details!*
- *Say anything you're not sure is true.*
- *Present opinions as facts.*
- *Rush through slides – rather just stop.*



Brandon de Kock is a partner in and Creative Director of research business, WhyFive Strategic Insights. He explains how to make presentations enjoyable, entertaining – and memorable

**What are the essentials of a good presentation?**

**Have a strong opener:** Like the first punch in a boxing bout, it's a way to establish your presence in the "ring" and "ownership" of the stage. Humour works well – as in witty, not slapstick – but only if it comes naturally. Otherwise, a simple, bold statement of intent will do the job – as will a question. I've started many a "preso" with a simple black-and-white question like: "What do they call Chinese food in China?" It's attention-grabbing and allows you to ease into your topic through a back door.

**Set the scene clearly:** If your audience knows what's coming, they'll be more relaxed. If you're a beginner, it's a good idea to put up a summary slide of what you're going to cover – and start by saying: "I'm here to present [x] to you today and I've broken it down into the following sections..."

**Know your stuff:** It's embarrassing when speakers are "surprised" by their own slides. So be prepared. It's easy to talk with confidence about things you actually know – but if you're busking, you can easily be tripped up.

**Talk to slides, not off them:** There is nothing worse than having to sit through a presentation where someone is just reading the text off slides.

**Less really is more.** There's an old PowerPoint technique called the 10:20:30 rule – a truly great presentation will never have more than 10 slides, never more than 20 words on a slide and those words should never be smaller than 30pt. It's a bit simplistic, but the philosophy is sound.

**Have gems up your sleeve.** My dad (a revered public speaker) always talked about "gearing up and down" when presenting – changing pace to keep people's attention. One way to do that is to have some stories up your sleeve, so you can stop, pause and tell them as asides, just to have a breather and re-establish contact.

**Finish strong:** Presentations that kind of, sort of, you know... fade away – with no conclusion – will not get you a promotion. If possible, try to find a single sentence, statement or quote that completely sums up the intent or spirit of your presentation and leave the audience with that thought.

**How does technology fit into this process?**

**Should it be the star of the show?** Flashy things in presos are like swear-words: use them rarely, only when absolutely appropriate and as late as possible in your presentation. Otherwise they make you look lazy – and a bit desperate. Having text flying around the screen and crazy transitions is almost always distracting. That said, if you can find great video clips, they can really lift an audience, allow you to change gear and, most importantly, they're excellent moments of light relief.

**Why is storytelling such a vital presentation skill?**

Presentations are just a kind of story, aren't they? So there needs to be a beginning, middle and end for them to be memorable. Humans tend to remember stories more easily than numbers. For example, who's going to remember that the Springbok rugby score on 8 August 2015 was 37-25? But many people, including non-rugby fans, will remember that this year, the Argentinian Pumas beat the Springboks for the very first time in Durban, watched by the first-ever Puma team to visit SA, some 50 years ago! So we're likely to remember the story that doesn't even include the actual score. Get the picture?



# SAMSUNG

Dual edge display. Just got bigger.



**SAMSUNG**  
**Galaxy S6 edge | S6 edge+**

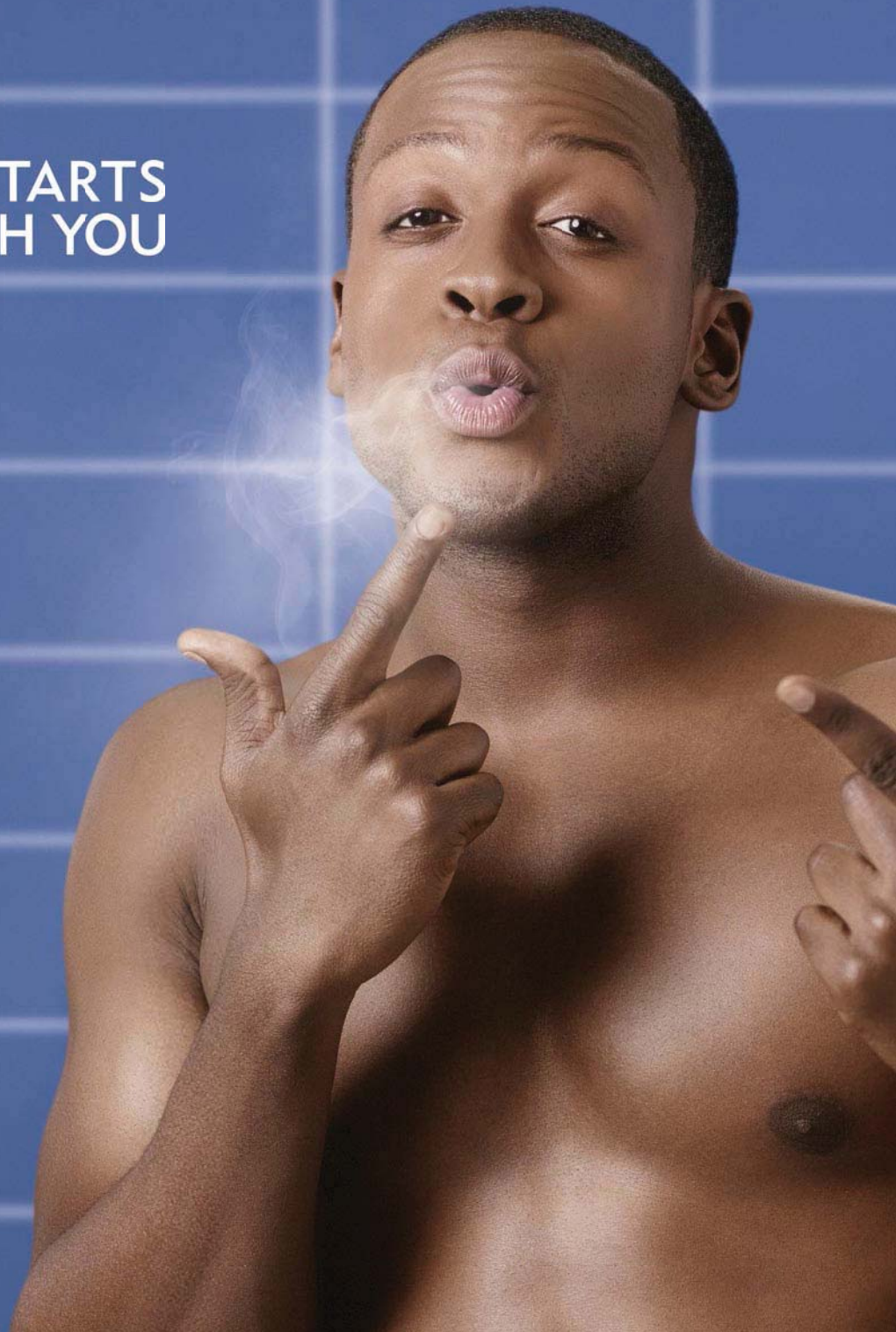
NEXT IS NOW



www.samsung.com © 0860 726 7864



IT STARTS  
WITH YOU



# DOUBLE THE KICK

New NIVEA MEN COOL KICK Body Lotion and Deodorant, instant cooling effect  
for 48h moisture and protection.





**OF COOLNESS.**

[NIVEAMEN.CO.ZA](http://NIVEAMEN.CO.ZA)



# REPORT

WRITTEN BY S'THEMBISO HLONGWANE







Black wealth gets questioned a lot – not only by white people, but by other blacks, too – and, in some cases, is presumed to be fraudulently acquired until proven otherwise. Is it because it contradicts the conventional narrative that defines black poverty as the normal state of affairs?





Two decades ago, wealthy South Africans used to travel overseas to purchase their luxury goods, but that has changed dramatically. Today more and more super-wealthy South Africans indulge in the world's most expensive champagne, Goût de Diamants, deck themselves out in Louis Vuitton or drive exclusive cars like Bentleys, Ferraris or Maseratis without ever having to leave the country.

The 2015 *World Wealth Report* (WWR) says the world is becoming increasingly preoccupied by the lives of the rich and famous; the more sensational the details, the better. "Last year, around 15 people a day joined the ranks of the ultra-wealthy, or those worth over \$30 million. This growth is set to continue in the coming decade, with the global population of ultra-high-net-worth individuals forecast to climb by 34% to almost 231 000," it reads.

In 2006, when he delivered his Nelson Mandela Memorial Lecture at the University of the Witwatersrand, former President Thabo Mbeki commented on the "new value system" among the previously oppressed, saying that "personal wealth constituted the only true measure of individual and social success". "It is perfectly obvious that many in our society, having absorbed the value system of the capitalist market, have come to the conclusion that, for them, personal success and fulfilment mean personal enrichment at all costs and the most theatrical and striking public display of that wealth," said Mbeki.

## Hey, big spender!

But Mbeki's strong words did not stop affluent South Africans from showing off their wealth. Kenny Kunene, the flamboyant former nightclub owner and politician, is known for his conspicuous consumption. At his lavish 40<sup>th</sup> birthday party

in 2010, he spent R700 000 on food and expensive champagne. He also popularised the art of *nyotaimori*, the Japanese practice of eating sushi off a naked woman's body, in the country. His ostentatious behaviour did not go down well.

ANC Secretary-General Gwede Mantashe criticised Kunene's "inappropriate conduct", saying it was causing public consternation, while the party's Women's League and gender activists also rebuked Kunene, saying his "wild parties" were eroding the moral fibre of society. He defended his lavish lifestyle by saying that the money he was spending was not taxpayers'.

Another notable money spender in the country is Robert Gumedé, the charismatic businessman who owns technology company GijimaAst. The billionaire invited American rapper Rick Ross to headline his private 50<sup>th</sup> birthday celebrations. His wife, Portia, gave him a private jet as a gift.

## Tender controversy

According to the WWR, Jo'burg is the richest city in Africa, with 23 400 high-net-worth individuals and 285 ultra-high-net-worth individuals. The report estimates that the number of African multi-millionaires and billionaires will triple by 2025.

However, the emergence of black wealthy individuals has also attracted negative media coverage, with many reports building the perception that affluent blacks have benefited primarily from the irregular awarding of tenders. After 1994, a new word, "tenderpreneur", entered the lexicon. The *Collins English Dictionary* describes a tenderpreneur as a government official or politician who abuses their power and influence to secure government tenders and contracts. In Polokwane, for example, many tenderpreneurs are said to reside in the affluent Bendor or Sterpark suburbs – so much so that locals have dubbed the latter "Tender Park".

Former Cosatu Secretary-General Zwelinzima Vavi recently criticised tenderpreneurs when he said: "They speak the language of the masses and present themselves





as messiahs to advance their narrow economic agenda.”

But KwaZulu-Natal (KZN) construction tycoon Philani Mavundla disagrees, saying the term itself is laced with innuendo and prejudice. “If you remove Africans from the equation, what would you call the remainder? Obviously, you are not going to call them tenderpreneurs. To be frank, I find the term racist and unfortunate.”

Mavundla says when his company was awarded a R1,2 billion stake in the construction of Eskom’s R8,9 billion Ingula hydro power station on the border between KZN and the Free State three years ago, some white politicians criticised his business dealings.

Mavundla, who has strong business interests in KZN and a long-standing relationship with President Jacob Zuma, says white business is “uncomfortable” with the rise of black businessmen like him.

“As Africans, we don’t need their validation. We don’t need to remain slaves to be successful. I won’t let somebody else decide my fate.”

Mavundla, whose company, PG Mavundla Engineering, has been responsible for a number of projects, including the R8 billion King Shaka International Airport and the R1 billion Sibaya Casino & Entertainment Kingdom, says the outcry about flaunting wealth is misplaced.

“Everything we do will always be questioned. Some go so far as checking who we drink tea with. In some cases, our wealth is presumed fraudulent until proven otherwise. It goes beyond jealousy.”

Mavundla, who was born into poverty, claims he’s a “self-made man”. He dropped out of school and sold fruit in Clermont, Durban, in the Eighties. His big break came through a R129 million tender to build the eBongweni C-Max Prison in Kokstad, KZN.

“Some don’t like the entrance of black people into the mainstream business arena. This negativity has poisoned society. For example, we have two national construction projects that are currently being done by white companies. The interesting part is that these key projects are behind schedule and have been mired in delays and cost overruns since construction began. Our project is on track, on the other hand, yet nobody commends us. This emphasises the point that whatever we do, there will always be question marks.”

According to the *WWR*, many of the country’s super-rich (20%) have made their fortunes in the financial services sector, while 16% have amassed their wealth on the back of the real estate and construction sector.

In Jo’burg, the majority are involved in financial services, basic materials (mining and agriculture) and construction, while the major industries promoting wealth creation in Durban are pharmaceuticals, construction and transport. Multi-millionaires in Cape Town typically work in real estate, financial services, retail and tourism.

their ranks. “Let me say that in many respects, this is unsurprising – and certainly not unique to SA.”

She says the brash consumerism of the nouveau riche has provoked controversy. “In SA’s case, I recall very disparaging remarks from Mbeki, when he was President. He lamented what he thought was superficial materialism within the ranks of black consumers.”

Posel adds that when Julius Malema was President of the ANC Youth League, the kind of conspicuous consumption people associated with him and his partying was also controversial.

“Not least because he also represented himself and the Youth League as acting in the interests of the poor. Some forms of conspicuous consumption – such as *iskothane*, for example – have also provoked a lot of

debate and controversy in the public sphere among people who criticise what they see as the spectacle of irrational wastage.”

But Posel says we need to recognise that people’s relationships with material goods in SA have always been thoroughly politicised. “Apartheid was in part a regime that regulated who could own what, where and how, along racial lines.”

She points out that black South Africans were not permitted to own property in particular places, had few opportunities to accumulate wealth and had restricted access to particular kinds of jobs, especially high-paying ones.

“To have been classified black under apartheid was to have been deemed unworthy of certain modes of material consumption. So it’s surely understandable that when all these formal restrictions were lifted and larger numbers of black people had access to wealth, it became a political statement in itself – and an assertion of new-found freedom.

“It unsettles old white expectations of where wealth and abundance should lie. There is an element of racist anxiety in some of the critiques of black consumerism, in my view. But I also think we are witnessing the beginnings of social debate and argument within black communities about materialism and wealth in a context of abiding inequality and poverty.” **DM**

“There is an element of racist anxiety in some critiques of black consumerism. But we are witnessing the beginnings of social debate within black communities about wealth in a context of abiding inequality and poverty.”

## A political statement

Prof Deborah Posel from the University of Cape Town’s Institute for Humanities in Africa says it is true that as the black bourgeoisie and middle class have grown, there has been a spectacle of conspicuous consumption within



# POWERHOUSE

Tech writer Ashlee Vance was granted unprecedented access to entrepreneur Elon Musk and spent a year shadowing him. In this extract from *Elon Musk: How the Billionaire CEO of SpaceX and Tesla is Shaping our Future* (Virgin), he explores his dynamic strategies

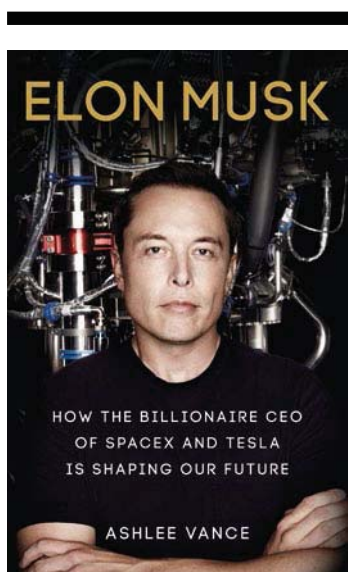
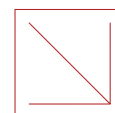
The people who suggest bad ideas during meetings or make mistakes at work are getting in the way of all of this and slowing Musk down. He does not dislike them as people. It's more that he feels pained by their mistakes, which have consigned man to peril that much longer.

Musk has been pretty upfront about these tendencies. He's implored people to understand that he's not chasing momentary opportunities in the business world. He's trying to solve problems that have been consuming him for decades. The same patterns are visible in his actions. When Musk announced in 2014 that Tesla would open-source all of its patents, analysts tried to decide whether this was a publicity stunt or whether it hid an ulterior motive or a catch. But the decision was a straightforward one for Musk. He wants people to make and buy electric cars. Man's future, as he sees it, depends on this. If open-sourcing Tesla's patents means other companies can build electric cars more easily, then that is good for mankind, and the ideas should be free.

The people who get closest to Musk are the ones who learn to

*Musk's implored people to understand that he's not chasing momentary opportunities in the business world. He's trying to solve problems that have been consuming him for decades.*

relate to this mode of thinking. They're the ones who can identify with his vision, yet challenge him intellectually to complete it. When he asked me during one of our dinners if I thought he was insane, it was a test of sorts. We had talked enough for him to know that I was interested in what he was doing. He had started to trust me



**WIN!** To win one of three copies of *Elon Musk: How the Billionaire CEO of SpaceX and Tesla is Shaping our Future*, SMS the words ELON MUSK, together with your full name, address and ID number, to 34589 before 21 October 2015. Terms and conditions apply. Visit: [destinyman.com](http://destinyman.com)

There's a tendency, especially in Silicon Valley, to label people who are a bit different or quirky as autistic or afflicted with Asperger's syndrome. It's armchair psychology for conditions that can

be inherently funky to diagnose or even codify. To slap this label on Musk feels ill-informed and too easy.

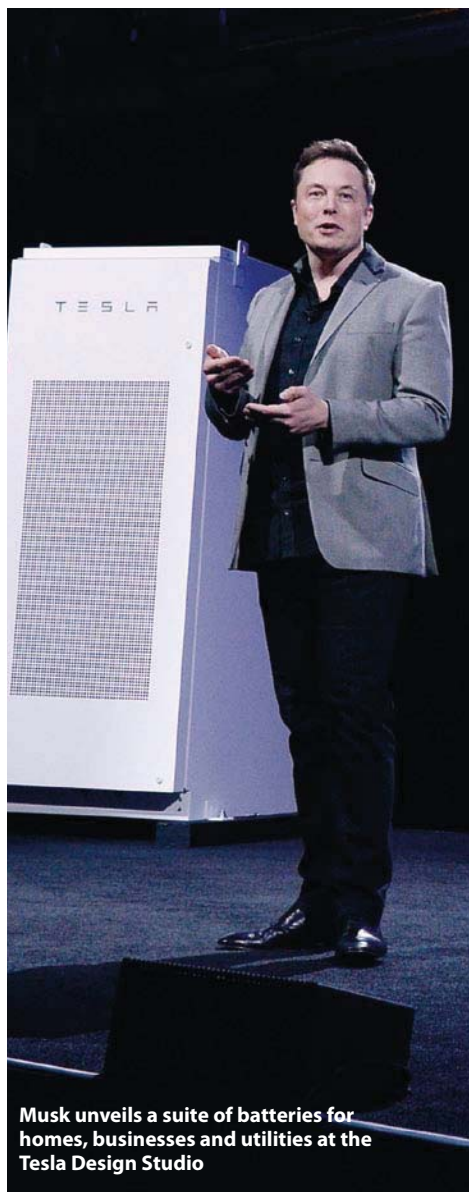
Musk acts differently with his closest friends and family from the way he does with employees. Among his inner circle, he is warm, funny, and deeply emotional. He might not engage in the standard chit-chat, asking a friend how his kids are doing, but he would do everything in his considerable power to help that friend if his child were sick or in trouble. He will protect those close to him at all costs and, when deemed necessary, seek to destroy those who have wronged him or his friends.

Musk's behaviour matches up much more closely with someone who is described by neuropsychologists as profoundly gifted. It's not uncommon for these children to look out into the world and find flaws – glitches in the system – and construct logical paths in their minds to fix them. For Musk, the call to ensure that mankind is a multi-planetary species partly stems from a life richly influenced by science fiction and technology. Equally it's a moral imperative that dates back to his childhood.





Musk introduces SpaceX's Dragon V2 spacecraft, the company's next-generation version of the Dragon ship designed to ferry Nasa astronauts to and from the space station.



Musk unveils a suite of batteries for homes, businesses and utilities at the Tesla Design Studio

and open up, but wanted to make sure – one final time – that I truly grasped the importance of his quest. Many of his closest friends have passed much grander, more demanding tests. They've invested in his companies. They've defended him against critics. They helped him keep the wolves at bay during 2008 [when he was in debt]. They've proven their loyalty and their commitment to his cause.

People in the technology industry have tended to liken Musk's drive and the scope of his ambition to that of Bill Gates and Steve Jobs. "Elon has that deep appreciation for technology,

the no-holds-barred attitude of a visionary, and that determination to go after long-term things that they both had," says Edward Jung, a child prodigy who worked for Jobs and Gates and ended up as Microsoft's chief software architect. "And he has that consumer sensibility of Steve along with the ability to hire good people outside of his own comfort areas that's more like Bill. You almost wish that Bill and Steve had a genetically engineered love child. Who knows, maybe we should genotype Elon to see if that's what happened."

Steve Jurvetson, the venture capitalist who has invested in SpaceX, Tesla and SolarCity, worked for Jobs and knows Gates well, also describe Musk as an upgraded mix of the two. "Like Jobs, Elon does not tolerate C or D players," he says. "But I'd say he's nicer than Jobs and a bit more refined than Bill Gates."

But the more you know about Musk, the harder it becomes to place him among his peers. Musk's approach has its limitations. He's less artful with marketing and media strategy. Musk does not rehearse his presentations or polish speeches. He wings most of the announcements from Tesla and SpaceX.

As for whether he is leading the technology industry to new heights like Gates and Jobs, the professional pundits remain mixed. One camp holds that SolarCity, Tesla and SpaceX offer little in the way of real hope for an industry that could use some blockbuster innovations. For the other camp, Musk is the brightest star of what they see as a coming revolution in technology. **DM**

**“Like Jobs, Elon does not tolerate C or D players... But I'd say he's nicer than Jobs and a bit more refined than Bill Gates.”**

## ROCKSTAR ENTREPRENEUR

Although he had an unhappy childhood, Musk is now an entrepreneurial and pop culture phenomenon

As much as many South Africans would like to “own” Musk, he clearly wants little to do with the country of his birth. When *Time* asked him whether he ever visited SA, he replied: “I was born and raised in SA. But my brother and sister are in the USA and most of my cousins are here as well. Most of my family is here. I was hoping to go back to SA for the 2010 FIFA World Cup, but when I had the Tesla IPO, I couldn't go.”

But there are many reasons why Musk turned his back on SA, including terrible childhood memories. There are reports that he was bullied at Bryanston High in Jo'burg. Musk referred to his engineer father, Errol, as “an odd duck”, who was “good at making life miserable” and “could suck the joy out of any situation.” “It would certainly be accurate to say that I did not have a good childhood. It was like misery,” he says.

Soon after finishing matric, the 17-year-old Musk would leave SA for Canada – where he spent a year doing a series of odd jobs, including working as a lumberjack and cleaning boiler rooms. Three years later, he left to study business and physics at the University of Pennsylvania in the USA.

He later enrolled for a PhD at Stanford University, but only attended two days before dropping out to start his first business, Zip2 Corporation. In 1999, he sold the company to search engine AltaVista for \$307 million (around R3,9 billion) in cash and \$34 million (around R430 million) in stock options. The transaction made him a millionaire at the age of 28 and awakened his entrepreneurial genius.

Musk, one of the world's most notable serial entrepreneurs, is co-founder of payment processing system PayPal, founder of spacecraft company SpaceX and electric vehicle manufacturer Tesla Motors, as well as the Chairman of renewable energy firm SolarCity.

Not only is he Silicon Valley royalty, but he's also considered super-human in the field of technological advancement. It is widely believed that Tony Stark, played by Robert Downey Jr in the *Iron Man* movies, was inspired by Musk.

Equally, his personal life is as colourful as a rock star's. In 2010, he married Talulah Riley and has endured a rocky, on-again, off-again relationship with the British actress ever since. Musk also has five sons from his first wife, novelist Justine Wilson.

Following the death of Steve Jobs in 2011, Musk has emerged as Silicon Valley's leading celebrity. He's been on the cover of *Time* and *Fortune* and came out tops on *The Atlantic's* list of the greatest contemporary inventors. There's no doubt that he is a true phenomenon. – **Mzo Witbooi**



#WEDEALINREAL

# GRASSROOTS. THE CRADLE OF RUGBY.

Proud partners of rugby from the grassroots to the greatest stage.

Soweto Rugby Club, South Africa



WORLDWIDE PARTNER







# WIN THE RIGHT WAY

Social entrepreneurship is proof that businessmen can make huge global waves by applying savvy business skills in solving local problems

**T**he more we discuss the need for social entrepreneurship, the more I believe the world needs to put a long nail in the coffin of NPOs. We live in an age when charity is no longer enough to sustain organisations. Not only does it prevent some organisations from expressing their creativity to multiply their resources, but it also makes them feel entitled to donations.

While we can't downplay the huge role played by NPOs in the past, the current era calls for innovative ways of making a difference to society. Business models that address social ills are not just cool, but also make a lot of sense in the eyes of would-be investors.

Not long ago, I was part of the media contingent that descended on San Francisco, USA, to watch the finalists of the Chivas The Venture global social entrepreneurship campaign – SA's David Gluckman, Colombian Juan Nicolás Suárez, Chile's José Manuel Moller, Uruguay's Victoria Alonsopérez and Japan's Yoshihiro Kawahara – make their final pitches. At stake was a share of the remaining \$750 000 (about R9,5 million) from the \$1 million fund (about R12,7 million).

## LUMKANI FIRE

Co-founder of Lumkani, Gluckman says he and his business partners designed a fire detector with the aim of mitigating the loss of life and property caused by shack blazes in SA. But slum fires aren't just a South African problem – they've wreaked havoc in many countries, including India, the Philippines and Kenya.

"In order to create a community-wide spread response in fire situations, our devices are networked, connecting to each other in a 60m radius. This makes it possible for the technology to significantly reduce the loss of life and property in shacks or





Lumkani  
Fire



slums across the globe," explains Gluckman.

However, the South African start-up is already thinking beyond fire detection. He says similar technology can be used to design warning systems in regions where natural disasters are a serious threat. After the final pitch, Lumkani scored \$75 000 (about R900 000).

### DISECLAR

Where others see garbage, Suárez's company sees furniture. His manufacturing business uses non-biodegradable plastics and vegetable fibres from agricultural waste to make furniture that can be used in homes and outdoors. Suárez says the end products

are moisture-resistant, don't rot and can withstand harsh weather. The company was awarded \$75 000 (about R900 000).

### CHIPSATER

Alonsopérez says her invention will transform the way farmers care for livestock in Uruguay. Chipsater is a device that's attached to cattle in order to track and detect anomalies in their behaviour. "This is done remotely, autonomously and in real time. Chipsater then sends all this information directly to the farmer, who can access it on a laptop or phone. This is of vital importance in poorer communities, as livestock are a key source of income," says Alonsopérez. The technology allows farmers to monitor not only the health of their cattle, but also their geographical location. Alonsopérez says South African conservationists, who believe that her technology can be used in the fight against rhino poaching, have approached her. Chipsater went home with \$150 000 (about R1,9 million).

### SENSPROUT

Representing the Japanese start-up, Associate Professor Kawahara says studies have proved that 70% of fresh water is used in agriculture. "SenSprout's mission is to make farming more efficient, producing more crops using less water. We help farmers better understand their crops and fields with our low-cost sensor technology. Our wireless field-monitoring system is enabled by a unique printed electronic sensor, making it possible to monitor soil conditions and environmental information in real time," he says. He adds that information captured helps farmers make informed decisions about the amount of water and fertiliser needed for crop production. SenSprout bagged \$150 000 (about R1,9 million) after the final pitch.

### ALGRAMO

CEO Moller says his business is all about distributing vending machines that reduce the cost of groceries – such as grain, beans and sugar – by up to 40%. "By allowing people to buy in bulk and eliminating the cost of distribution and packaging, our machines help to reduce household expenses for more than 36 000 people per month," he says. His business plans to develop innovative dispensers for products like cooking oil and milk. Algramo walked away with the lion's share of the funding – a total of \$300 000 (about R3,8 million). **DM**

# INSIGHTS FROM THE JUDGES

## ALEX RICARD, CEO: PERNOD RICARD:

"To paraphrase my grandfather, Paul Ricard, who was a phenomenal French entrepreneur, social entrepreneurship means working to improve the quality of life of our employees and our consumers."

## SONAL SHAH, EXECUTIVE DIRECTOR: BEECK CENTRE FOR SOCIAL IMPACT & INNOVATION:

"Marginal change is not enough anymore – we need to rethink the system and change traditional thinking by asking: 'What's the cost if we *don't* do something?' Disruption isn't the next cool app. It's about an ability to believe you can make that change happen."

## ADRIAN GRENIER, ACTOR AND SOCIAL ENTREPRENEUR:

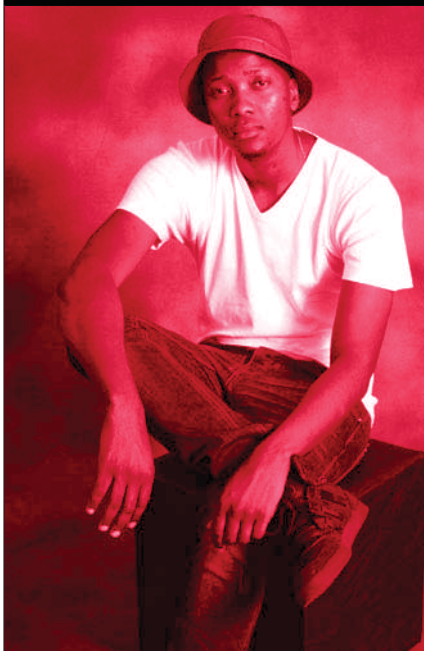
"Business is the driving force of society; in an ever-shrinking world, we need businesses to look outside their sometimes myopic, selfish goals and have a large global vision. Whatever costs we put off to our neighbours – or to nature – will always come back to bite us; it becomes more and more apparent that we all share in one economy. If businesses are simply supporting a community with jobs, goods and services, but creating negative externalities that end up costing society, then the net outcome will be detrimental."

## MORGAN CLENDANIEL, EDITOR: CO.EXIST:

"Business – for better, but often for worse – is the most powerful force on Earth today. If we can refocus all that energy into making a profit while making people's lives better, instead of pursuing profit at all cost, it could drastically reshape the world we live in."

# RE-BOOTING THE MARKET

This month, our business doctors help two readers with their marketing and IT challenges



**EDWARD MOLOI (30)**  
*WRITES TO THE DESTINY MAN CLINIC:*

I was inspired to start a South African sports brand because we think we have everything, but are using foreign products. I want to start selling soccer boots with roots in SA. The products and brand will be just as good as current products on the market. I want to put my products out there and let people decide whether they want to support a South African brand.

**“I want to start selling soccer boots with roots in SA.”**

My challenge is that I don't know how to enter the market and position my brand. I have funds and contacts, but I don't know how to get out there so that people know about us. I have contacted manufacturers and made a few samples. What would be the best way to market the brand so that people are willing to give it a chance? I don't want to leave my job until I have more direction.



## WHAT DOES THE BUSINESS DOCTOR SAY?

### BREAKING IT DOWN

Flamingo Moon's Lizwe Nkala says Moloi's first step is to decide which section of the market he wants to enter. "Research the Premier Soccer League and other professional leagues. Understand how they operate: what boot deals are signed and do they use agents or distributors?"

"Also consider national and local leagues. They may be interested in boots of the same quality as big brands, but are sensitive to price. There are also opportunities in social leagues in residential areas and townships," he says.

Moloi also shouldn't overlook younger players. "Another segment is the five- to 15-year-olds who play at school and private clubs. His product can grow with consumers over the years. He should research all segments to get access to target markets."

### BUILDING IT UP

Nkala says the best way for Moloi to enter a market is by getting a segment to try his products using both marketing methodologies and endorsements, such as giving players boots to test. "Consumers need to hold, touch and feel the product. It is the most cost-effective way to enter markets initially."

The fact that Moloi's boots are locally designed gives them novelty value. "Yet he also needs to assess the positioning of his products. They must be durable and functional, while fulfilling a player's needs. Among lower segments, this may not be as important, but there are other features that they will look for."

"Younger audiences are brand-orientated and often imitate professional players. As long as a name is attached to a product, youngsters will pay anything for it. Moloi can approach local soccer players who are willing to endorse his products, creating demand for the boots," says Nkala.

Deciding on a route to market is the final step. "Trade marketing involves 'bulk-buying customers.' Moloi will need to find someone who is already focusing on his target market. This is the quickest route to the end user. If he wants his products to be on retail shelves, he will need to consider the high costs and many other variables beforehand."

## FOUR MARKET-ENTRY ESSENTIALS

1. Will the product meet a specific need?
2. How is it going to meet demand?
3. Do you have the capacity to supply it consistently?
4. Do you have enough capital to generate the required capacity?

**Got a business challenge?**  
**Email details and a contact number to: [DMClinic@ndalomedia.com](mailto:DMClinic@ndalomedia.com)**



# HEADING FOR THE CLOUDS



**THABANG MATABANE (22)**  
WRITES TO THE DESTINY MAN CLINIC:

**A**s an entrepreneurship student, I have a business concept for an e-commerce platform that I plan to work on once I complete my studies. I like the idea of running a business from anywhere, without being tied to an office. I'm exploring cloud-based software designed to manage online businesses. Before I complete the business model, I want to investigate which tools, systems and structures will make an online business efficient.

My biggest question is whether I should design a model that is completely dependent on cloud-based solutions or use traditional business management tools and methods. Is it wise to run a paperless business, storing *all* documents in the cloud? Before basing my model on this technology, I want to research its long-term efficacy, so I can make prudent business decisions.



## WHAT DOES THE BUSINESS DOCTOR SAY?

**W**orld Wide Worx's Arthur Goldstuck stresses that cloud technology is not a fad. "It has transformed business operations. The only ones that don't use cloud are those that don't understand the benefits. Yet Matabane should look for specific applications, rather than using the technology just for the sake of it."

Matabane can consider Google, Amazon and Microsoft cloud

**“The only businesses that don't use cloud are those that don't understand the benefits.”**

applications with confidence. "They all provide extensive cloud services for small businesses and are not about to go away," says Goldstuck.

### CLOUD DEPENDENCY

Cloud technology should form a major part of a business. "You should never

have all your eggs in one basket, but a cloud-based approach is often the most effective way to serve multiple platforms, control costs and ensure maximum uptime. Reputable cloud service providers also have higher standards of reliability than most localised physical server operators."

Matabane's business model should also not be a major deciding factor. "A paperless business is about the culture of the business and its environment, rather than the model. We strive to be paperless, but many clients require certain paper processes. It is best to explore how businesses similar to Matabane's address the issue. A basic online search will reveal numerous case studies." **DM**

## FIVE ADVANTAGES OF CLOUD COMPUTING

1. You only pay for what you need.
2. You are less reliant on IT professionals.
3. More secure disaster recovery processes.
4. You can be fully functional within minutes.
5. Servers are no longer on site.

## THE BUSINESS DOCTORS



**Lizwe Nkala**, Director:  
Flamingo Moon.  
Tel: 011 465 7755. Visit:  
[www.flamingomoon.co.za](http://www.flamingomoon.co.za)



**Arthur Goldstuck**, MD:  
World Wide Worx. Tel:  
011 782 7003. Visit:  
[www.worldwideworx.com](http://www.worldwideworx.com)

### We help to keep your business in business

The first 1 000 days (basically, the first three years) of business is the most challenging time for most start-ups. Santam recognises this and has created a platform for entrepreneurs who have reached this milestone to share their experiences and give advice to new start-ups. The initiative empowers business-owners to go beyond this landmark with practical advice and valuable information. It assists entrepreneurs in understanding business risks with simple and practical insurance advice. Visit: [www.santam.co.za](http://www.santam.co.za)

Santam is an authorised financial services provider (licence number 3416). This feature and its contents should not be construed as advice from Santam Limited



# LIMIT YOUR LIABILITY



**Every business is unique and so are the risks for business owners. However, an important risk that every business should be covered for is liability insurance**

There are many different types of liability insurance, but the most common, that no business should be without, is general liability insurance. Your general liability insurance policy will cover you for any damages awarded against your business by a court of law, as well as related legal and other costs when your business is held legally accountable for a third party claim against you.

## **General (public) liability**

Make sure your business insurance includes general liability cover. It will cover you should a customer or other third party hold you legally liable for an injury, death or damage to their possessions on your property or due to your business activities.

For example, if a customer slips and is injured while on your business premises, they could hold you liable for the cost of the damages, if it was due to your or your staff's negligence. These costs could include doctor's bills or hospital costs, as well as the legal costs of an attorney if the other party has decided to hire one to represent him or her. If you're adequately covered, your insurance will cover these kinds of claims. Your insurer will also appoint legal representation should the claim against you be taken to court.

If you're covered, you'll receive the following assistance from your insurer:

- They'll assist in defending you against a third party claim.
- If you're found legally liable, your insurer will pay out (up to the amount for which you're insured) for the costs you're liable to pay the third party in damages, including the third party's legal fees.

## **Products liability**

Products liability is usually available as an extension to your general liability insurance. Cover is provided for any third party property damage, injuries or even death that may arise from goods or products manufactured or distributed by your business.

The new Consumer Protection Act has placed a much greater responsibility on business owners in terms of ensuring that only good-quality and safe goods are provided to consumers. Your business could be held legally liable if you're involved with goods or products anywhere in the supply chain – not only if you're a manufacturer.

Although you may believe that your quality processes are exceptional and that you'll never experience any liability losses, accidents do happen. An employee may miss something in a process or use the wrong ingredient or too much of the ingredient. The consequences of such errors can be disastrous and result in bankruptcy of your business if you don't have proper liability insurance in place.

## **EXPERT TIPS**

Shehnaz Somers, Head of Commercial Lines Underwriting at Santam, shares a few pointers on what you can do to limit your liability:

- Work with an expert when arranging short-term insurance policies, particularly when it comes to assessing your potential liability exposures, as these are often complicated to determine. Brokers have a good understanding of business insurance and will be able to share sound advice, especially with regard to the kind of liability exposures your business may have and which of these can be insured via a liability insurance product.
- Make sure your broker understands the exact nature of your business so that he can advise you on the best cover for your business's needs.
- Make sure you're covered by asking your broker to provide a decent selection of quotes for a variety of policies and then purchase the most extensive policy your business can afford. Also ask for different quotes for different limits, then purchase the highest limit your business can afford.
- Maintain your premises, especially if your business involves frequent visits from members of the public. Ensure that any balustrades are secure and safe to use, that stairs are firm and have handrails to assist customers and that tiles or carpets aren't loose, as a customer may trip. The same applies to keeping floors clean and non-slippery. Shelving may also cause accidents if they've been over-stocked.

*For more information, visit Santam's Twitter, Facebook, Blog and LinkedIn pages.*

*For more information, visit [www.santam.co.za](http://www.santam.co.za), call 0860 444 444 or contact your broker.*

**santam**  
Insurance good and proper



# SUBSCRIBE & RECEIVE!

Subscribe or renew and you could win one of 59 NIVEA MEN hampers!



Your face goes through a lot. The environment, modern living and your active lifestyle throw a lot at it on a daily basis. Give it the care and protection it needs with NIVEA MEN Originals Protective Moisturiser. It is enriched with SPF15, vitamin E and active moisturisers to keep your skin looking and feeling healthy and

attractive throughout the day, no matter what life throws at it! Crafted and refined over 90 years, NIVEA MEN is the essential skincare range for men. You can rely on NIVEA MEN, the world's number one men's skincare brand, to keep your skin in shape. NIVEA MEN. It starts with you. **Tel: 0860 102 091.**

Each hamper includes the NIVEA MEN Deep Cleaning Face Wash, Exfoliating Face Scrub, Moisturising Shaving Foam & Gel, Replenishing Post Shave Balm, Protective Moisturiser, Stress Protect Deodorant, Power Refresh Shower Gel and Maximum Hydration Body Lotion.

SAVE  
**45%**

SAVE  
**50%**

SAVE  
**45%**

SAVE  
**45%**

Plan	12 issues	24 issues	Digital
Full price	R418,80	R837,60	R272,22
<b>Save</b>	<b>R188,46</b>	<b>R418,80</b>	<b>R122,50</b>
Pay	R230,34	R418,80	R150,72



## Subscription benefits!



- ★ Receive the latest issue before anyone else.
- ★ No more "sold out".
- ★ Discounted rate.
- ★ Convenient and secure home deliveries.
- ★ Stand a chance of winning big!

## SUBSCRIBE

- CLICK: [www.destinyman.com/page/subscribe](http://www.destinyman.com/page/subscribe)
- EMAIL: [destinysubs@ramsaymedia.co.za](mailto:destinysubs@ramsaymedia.co.za)
- CALL: 0860 100 204
- FAX: 0866 704 101
- SMS: "DesMan" to 40573 (each SMS costs R1)
- OUTSIDE SA: 27 (21) 530 3254

Log onto [www.discovery.co.za](http://www.discovery.co.za), click on Vitality and [discovery/mall](http://discovery/mall), click on Subscriptions & Vouchers and then choose Vitality subscriptions.

Discovery Vitality (Pty) Ltd is an authorised financial services provider. Registration number: 1999/007736/07. Terms and conditions apply.

ALSO AVAILABLE ON **mysubs**  
[www.mysubs.co.za](http://www.mysubs.co.za)

Terms and conditions: The prize is offered only to those who subscribe or renew before 19 October 2015. Only the first 59 paid subscribers drawn will be eligible. Discounts available only to subscribers in SA. Prize winners' subscriptions may not be cancelled until annual contract has expired. Depending on the time of the month, regular delivery begins six to eight weeks after application processing. The Discovery Vitality offer is valid only for active Vitality members. Prize offer not valid in conjunction with the Vitality offer.



# BRIDGIN

Mukovhe Morris Masutha's Thusanani Foundation is making huge strides in creating quality education opportunities for students from rural areas. He talks to DESTINY MAN about the importance of starting small

It's difficult not to be impressed by Masutha. At the age of 26, he has three degrees under his belt, with a fourth on the horizon.

Born in Mapate village in rural Venda, where academic success was rare, he and his six siblings would walk the two kilometres to school every day barefoot.

"My mother is a cleaner and my father was a primary school teacher. My dad was very strict and always emphasised that it was through education that we would be able to free ourselves from the shackles of poverty," he says.

Today his appearance could easily have you believing that this is a man who has it all. Dressed in a crisp blue collared shirt, buttoned trenchcoat, lace-up shoes and a broad smile, he is the picture of sartorial perfection.

In the past five years, Masutha has not only added to his list of achievements, but has also helped hundreds of others to do the same. "My passion for student rights started when I first enrolled at the University of the Witwatersrand in Jo'burg," he recalls. When he arrived, he was thrust into student politics, where he began to realise the negative impact of fee increments on working-class students.

During his final under-graduate year, a chance conversation with his friend Ntandokabawo James planted the seed that would later grow into the Thusanani Foundation.

The pair reflected on some of the hurdles they had encountered in their pursuit of a quality education and subsequently started to think of ways to make it easier for learners from disadvantaged areas to follow the same path.

"We asked each other how it was possible that we had made it to university, despite not being the smartest guys in our class. We argued back and forth for a while."

They then hypothesised that they had been able to go to university because they had received the correct information and guidance when filling out their application forms.

"We wondered how we could duplicate what we



# ING THE GAP

thought went right when we were trying to secure a spot at an institute of higher learning."

They concluded that one of the reasons so many top pupils from rural areas get left behind is difficulty in filling out university and bursary applications.

"I had already decided that I was going to start an NPO and this conversation helped inform the model I wanted to create."

Masutha then roped in James and other friends and hit the ground running. A year after their conversation, the Thusanani Foundation was piloted in 2011 in Limpopo, with the assistance of Wits University.

Its primary aim is to bridge "the educational information gap between rural and township high school pupils and their urban counterparts in order to create opportunity for all to access and succeed at institutes of higher learning".

Initially focusing on helping rural learners with university applications, the foundation has expanded its services to include career guidance, peer-to-peer mentorship programmes and on-campus social and academic support.

"We identified a few schools in the Vhembe district that were doing badly and piloted our project there over four days."

They held seminars where they revealed the options that were available to scholars after high school. They walked them through the application process and what documents were required for financial aid.

Although the pilot received a great response after the soft launch, the following year, the project lost steam and Masutha started to doubt it had the potential to make a difference – but a chance meeting would quickly change his mind.

A student approached Masutha while he was studying in the library, saying that he had been a pupil at one of the Vhembe high schools that had hosted seminars. To Masutha's surprise,

the young man informed him that five other pupils from the same high school had made it into Wits University. It was at this moment that he decided to forge forward, drafting a business model for the foundation, recruiting volunteers and pestering potential sponsors, while pursuing his studies.

As the number of volunteers increased and more needs were identified, Masutha realised he could no longer manage to work a full-time job and give Thusanani Foundation the nurturing it needed, so he resigned to give all his attention to the fledgling NPO – a big risk.

Today, the Thusanani Foundation has evolved into a NPO with four Directors and an advisory board, which includes heavyweights such as Prof Mamokgethi Phakeng, Unisa's Vice-Principal of Research and Innovation.

The foundation now has more than 1 200 volunteers in five institutions of higher learning across SA, reaching out to over 33 000 high-school pupils. Since its inception, the foundation has enrolled more than 400 students into

various institutions. "At the end of this year we will see our first batch of university students graduate," says Masutha.

Earlier this year, the foundation received the presidential stamp of approval, with Jacob Zuma helping to officially launch the NPO at Wits. Masutha says the rapid growth and success of the foundation is testament to the fact that a little can go a long way.

"You have to start small. Take five kids from your township and help them through the application process.

Unfortunately, getting funders is about proving that you can do stuff. If fundraising were a talking contest, then Thusanani would have R1 billion in the bank. You need to prove that you have more than just a good idea."

And judging by the amount of money the foundation made at its inaugural fundraising dinner in July, it's been able to prove that the initiative is more than just a good idea.

At the end of the evening, which saw such luminaries as African Union Chairperson Nkosazana Dlamini-Zuma, former Shanduka Group Executive Phuti Mahanyele and President Zuma in attendance, the team had raised more than R9,7 million in monetary donations and bursaries.

Masutha, who is now forced to take a less hands-on role because of his PhD studies at the University of Bath in the UK, says the extra funding was an unexpected blessing. A large portion will be invested, while the remainder will be used to employ permanent staff.

"Sometimes people who run NPOs are dishonest when it comes to bookkeeping. We pride ourselves on keeping our books clean. Every cent is accounted for. I never want to reach a point in my career where people think I got there through questionable behaviour." **DM**

**“If fundraising were a talking contest, then Thusanani would have R1 billion in the bank. You need to prove that you have more than just a good idea.”**



# CREDIT WHERE IT'S DUE

A bad credit rating can affect everything from loan rates to job applications. Here's how to safeguard your financial reputation

**G**iven the tough times consumers are currently facing, it is worrying, but not surprising that almost half of SA's 23 million active credit users have impaired credit records and a further 2,9 million are up to two months in arrears. While a clean credit record is important when trying to get a loan or apply for a cellphone contract, a bad rating can also raise a red flag during job applications. Not staying on top of your current credit status can also leave you vulnerable to fraud.

"Consumers often only find out that they have been a victim of impersonation when their application for a home loan or another form of finance is denied," says Frank Lenisa, a Director at credit bureau Compuscan. "If you keep your repayments up to date, you might assume that you have a healthy credit record, but it's imperative to check that it hasn't been compromised at the hands of a fraudster."

The National Credit Act entitles every South African citizen to one free credit report a year, yet only a small fraction of credit users take advantage of this, he adds.



## WHAT'S IN A CREDIT REPORT?

Your report includes information on outstanding balances and repayment behaviour – whether you've missed or made late payments or been declared bankrupt at any stage. It also reveals who has looked at your credit report and when this took place.

"These enquiries will usually happen when you apply for credit and the provider needs to access your report to determine creditworthiness," says Lenisa. "It's important to check that no enquiries were made which you weren't aware of, as this could be an indication that someone is trying to fraudulently apply for credit in your name."

A report also shows public records

time and make alternative arrangements if you're struggling to do this."

## WHAT TO DO IF YOU DISAGREE

If you don't agree with negative information on your credit record, query it at once. The National Credit Act gives you the right to dispute any inaccuracies on your report and have it corrected.

"If your identity has been used fraudulently to open accounts, you should contact the credit providers that have listed you immediately and request a copy of the application form which was allegedly signed when the account was opened," says Lenisa. "Should this prove unsuccessful, you can lodge a dispute with

the credit bureau."

The bureau will take the matter up with the provider and update your report once it has been resolved.

"It's important to know the rules that regulate how long adverse information can remain on your report and what you can do to have it legally removed," says Mphahlele.

"Many consumers are scammed into

believing that they need to pay exorbitant amounts to have their credit record 'cleared'. The regulations are clear – either you wait for the set time-frame to expire or you settle the debt. In the case of the latter, adverse information should be removed within seven business days of the credit bureau receiving proof of settlement from the credit provider (or 20 business days if you provide proof). There's no need to have a judgment rescinded, unless you don't

agree with it being there in the first place."

You can access your credit report online with your ID number through most bureaus, including Compuscan ([www.mycreditcheck.co.za](http://www.mycreditcheck.co.za)), Experian ([www.creditexpert.co.za](http://www.creditexpert.co.za)) and Transunion ([www.mytransunion.co.za](http://www.mytransunion.co.za)). **DM**

**A full list of credit bureaus and more information about your rights as a consumer are available at: [www.ncr.org.za](http://www.ncr.org.za)**



## THE BEST BUSINESS ADVICE I EVER RECEIVED

Tshidiso Lennin Marule, founder and Chairman of Marule Property Holdings and the 2011 Small Business Entrepreneur of the Year, shares his insights

**"I**ve learnt to work as if I'm still paving my way to success, hustling hard every day. My experiences have taught me to work hard and never look back. I'm proud that I've come a long way from where I started out. This is all due to God – I believe you should let Him be the centre of it all.

"I've learnt that no-one gives you a chance – you take it. This has helped me expand into areas I could never have imagined. I started Marule Property by buying one house – now I have blocks of flats in Mpumalanga and Gauteng and am opening a hotel in Witbank. Recently, we expanded into mining. You have to grab the baton and run, finding a way to overcome the hurdles."

# The National Credit Act entitles every South African citizen to one free credit report a year, yet only a small fraction of credit users take advantage of this.

information on judgments, defaults and notices and whether legal action has been taken against you for non-payment.

"Contrary to what many believe, there's no such thing as a blacklist," says Lenisa. "The majority of the information held by a bureau is positive and will assist you in obtaining credit. If your application is denied and you are told that it is due to being 'blacklisted', you should request your report to see what adverse information is causing the problem. Once you've identified it, you'll be able to improve your score."

Your current credit record is a reflection of your recent financial behaviour, says Magauta Mphahlele, CEO of the National Debt Mediation Association. "Your repayment behaviour affects your profile on a month-to-month basis. While adverse listings and judgments remain on your record for a set period and can only be removed on expiry, payment behaviour can remain on your profile for five years, so it's important to pay the correct amount on

## SIX TIPS FOR KEEPING YOUR CREDIT RECORD CLEAN

*Magauta Mphahlele offers the following advice:*

1. Pay the correct amount on time every month.
2. If this isn't possible, negotiate with

the credit provider or consult a debt counsellor.

3. Monitor your credit profile annually by accessing your free report and registering for regular alerts.
4. Understand the rules that govern how and what information can be loaded on your report.
5. Understand your rights regarding how your information can be used by potential employers.
6. Know how and where to complain if you disagree with your report.



# INTERN



Interns gain skills and experience and a foot in the door at a business, while the company gets to groom a potential employee from the ground up. In practice, however, internships can go horribly wrong for both parties if they're not properly managed or structured



A sk people about their experiences as interns and you'd be forgiven for thinking most internships are little more than an excuse to get some desperate youngster to make coffee for a month or two in exchange for them getting to put a company's name on their fledgling CV. While this may be the case in some instances, properly co-ordinated and managed internships can be extremely beneficial to both parties.

Internships give school-leavers or university graduates the opportunity to experience the working world first-hand – a world that's often very different from the one they've just left – while also allowing businesses to identify, attract and shape young talent.

With SA's high unemployment figures, there's far more demand from interns for positions than from companies looking for them, which gives businesses the ability to pick and choose the candidates most likely to add value, but this selection process takes time and resources and requires planning.

"Finding candidates isn't hard. I get 10-15 applications a day," says Angela Maciel, Talent Development Manager at PR agency FleishmanHillard. "But finding good ones takes time."

She says the company has hosted interns for years, but two years ago, it decided it needed a more structured approach. It takes applications between the beginning of November and late January and shortlisted candidates are invited to attend an intensive half-day workshop at the agency's Jo'burg offices. Sometimes even those shortlisted have an alarming dearth of communication or computer skills, Maciel adds.

"We forget that the average intern knows nothing – and I do mean *nothing* – about the working world," she says, adding that the company's attitude to finding suitable candidates is to "hire for attitude and train for skill".

"In SA, we can't pick candidates on marks alone," she explains. "We've partnered with the University of Johannesburg to help us source candidates, but we don't just want those who are the best academically." Some things – like ambition or a work ethic – can't be taught and it's often these attributes that have the greatest value in the long term.

FleishmanHillard's internships run for a year, with candidates spending each quarter in a different division of the business. "We need to ensure people are actually learning, not just doing the worst jobs," she explains. "We want them to see and experience everything from brand marketing and pitching for new business to strategy development and even crisis management."

The company tends to take on interns after the programme – either in permanent positions, if suitable ones are available, or for contract work. "We wanted to create an internship programme in which we could groom the sorts of people we would want to hire," Maciel says.

This sentiment perfectly echoes the goals of Siemens Southern Africa's internship programmes, according to the company's Learning Specialist, Nivesh Lutchman. "Our direct focus is on demand," he says. "We do this because we need good people."

Siemens' "absorption rate" for its internship candidates is 98%, meaning almost every person



# RETURN



who goes through an internship programme at the organisation winds up working there when their course – which can last from one to four years – is over.

“If the individual is willing to go the extra mile, Siemens will take you to the next level,” Lutchman says, adding that the company has a wide range of programmes, but that most are focused on accounting and engineering.

“These programmes are designed as a strategic pipeline to bring young graduates into the organisation and create sustainable growth for the company,” Lutchman says. This is done with an annual intake of candidates who receive “on-the-job, practical training”.

Given Siemens' goals and the high number of applicants it receives each year, the screening process is rigorous. For a start, candidates – many of whom come straight out of high school – must have a 65% academic aggregate and complete psychometric tests and a panel interview before being selected.

With more than 100 new interns every year countrywide, Siemens has an HR division dedicated to managing these candidates. Further, with most programmes more than a decade old, the process has been heavily refined to ensure candidates are matched with appropriate mentors and receive real-world training, from how to manage their own money to social and

take the code very seriously, because it's not just about meeting legal requirements – it's about being responsible and innovative.”

MTN, meanwhile, offers 18-month internships in a range of departments, from IT to networking, finance and customer services, and has been doing so for the past four years.

Themba Nyati, Chief HR Officer at the telecommunications giant, says at first there was a great deal of resistance to and scepticism regarding the internship programme within MTN – which was created primarily to “create a steady supply of rare, specialist skills”. There were concerns that interns would need too much training and would impact productivity.

“Though we have an unemployment rate of around 30% in SA, there are still loads of open positions at MTN,” he says. “That's because these are technical jobs and the market has a distinct skills shortage and doesn't provide us with a steady supply of suitable candidates, so we've had to create this supply ourselves.” Four years later, he says, the value of the programme is clear to all and management in most departments now ask for *more* interns.

Most interns come to MTN from its bursary programme, which funds the studies of more than 400 students, including engineering, IT and commerce graduates. “When they graduate, they come to MTN for workplace experience,”

Nyati explains. “It's a highly integrated programme and after 18 months, they move into management roles.” He says that, like Siemens', MTN's retention rate is around 98%.

Each intern is assigned a mentor and signs a performance development plan that outlines measurable goals. He says interns “get

exposed to the entire value chain” during the programme so that they can “identify where their passion lies” and, ultimately, be placed accordingly. This, he says, saves the company a huge amount of money that would usually be spent on recruitment costs.

Nyati says MTN seeks “people with huge ambitions and the desire for success” and that they need to show an aptitude for “innovative thinking”. Because MTN has a presence in 23 countries in Africa and the Middle East, Nyati says the company also ensures interns are “exposed to international markets” by running exchange programmes with operations in other countries.

“ICT is a highly competitive environment, especially in emerging economies, which present challenges that require innovation and ambition,” he says. “If you want to be the next MTN CEO, you're the sort of candidate we're looking for.” **DM**

## THE DO'S AND DON'TS OF INTERSHIPS

**01** Ensure you have a structured training programme in place that exposes interns to various aspects of the company and measures their progress.

**02** Ensure your existing employees understand the value of the internship programme and buy into it, or you could just be wasting their time and your own.

**03** Remember that while internship programmes may be costly, they can still prove far more cost-effective than conventional recruitment.

**04** Ensure your internship programme is aligned with BEE requirements.

**05** Don't expect interns to arrive with high-level communications and computing skills.

**06** Don't assume these skills make or break a candidate.

**07** Don't expect to turn a candidate into the perfect employee overnight. Instead, be willing to invest plenty of time and money in them.

**08** Don't allow internship programmes to stagnate. Keep updating them as your industry and the needs of your business change.

“These programmes are designed as a strategic pipeline to bring young graduates into the organisation and create sustainable growth for the company.”

other skills they may not have learnt at school.

“Some students come from disadvantaged backgrounds, which is why we ensure soft skills are part of the structured programmes we offer,” Lutchman explains. At the same time, Siemens has to ensure its internships and apprenticeships align with legislation and guidelines, which is also why the company has partnered with tertiary institutions to advise them on their curricula.

Of course, regardless of the industry you work in, there's another consideration to keep in mind when it comes to internships: BEE. The BEE code stipulates that the number of black people participating in learnerships, apprenticeships and internships as a percentage of total employees must equate to at least 2.5%. You can claim four points for meeting each of the aforementioned stipulations. “Strategically, all of our programmes have to be aligned with BEE,” Lutchman says. “We



# Expand your investment horizons

Mahesh Cooper, a Director at Allan Gray, cautions against investing in response to news headlines and discusses the merits of maintaining a diversified portfolio.

Over the past few months, the debt crisis in Greece, the slowdown in China and potential interest rate increases in the USA have dominated news headlines. Back home, we have seen a significant deterioration in the rand, the escalation of the energy crisis and uncertainty on the political front.

In the absence of a crystal ball, it is impossible to predict how political or economic events will play out with any degree of certainty. We caution against positioning your investment portfolio based on what you have read today, or expect to happen tomorrow. Rather, we suggest that you approach the question of how to diversify your savings and investments offshore by taking a longer-term view, balancing the benefits of diversification with your own investment objectives and risk tolerance.

---

**We caution against positioning your investment portfolio based on what you have read today, or expect to happen tomorrow.**

---

## STRONG LOCAL PERFORMANCE

The South African stock market, as represented by the FTSE/JSE All Share Index (ALSI), has been a great place to invest in over the past 10 years, delivering approximately 16% per year in rand terms and 8,9% per year in dollar terms. History

has shown that high returns like these do not continue indefinitely and, given the current level of the stock market, we are cautious about the returns investors can expect from South African shares going forward.

## SMALL FISH, BIG SEA

Our local stock market is well developed and houses some large, globally diversified businesses. However, it makes up just over 1% of the world's total listed equity universe by market capitalisation. Said differently, by only investing in the South African stock market, investors are excluding 99% of the opportunity set as represented by the global stock market capitalisation.

Our investment team at Allan Gray can pick shares from around 170 listed companies, while our colleagues at our offshore partner Orbis have a purchase universe of over 6 000 companies, including sectors that simply do not exist locally, such as biotech and global technology companies. Orbis' ability to pick individual stocks allows it to take advantage of opportunities across different markets and sectors which trade on different valuations at different times.

Allocating a portion of your investment offshore allows you to diversify your risk across different economies and geographies and provides the potential to earn returns from a wider set of opportunities. It also allows you to diversify your currency exposure, which can help



Mahesh Cooper

protect your local purchasing power in the long term. This is because many of our costs are "imported" and therefore exposed to a weakening of the rand relative to other currencies. In addition, investing offshore provides the opportunity for exposure to industries and companies that may not be available locally.

As you expand your investment universe, so the potential to earn returns under different conditions increases. However, as is generally the case, increased potential return comes with increased risk. It is important to understand your options and the benefits that offshore diversification can bring to your investments.

*Orbis is our offshore investment partner. We have a common founder, Mr Allan WB Gray, investment philosophy and values. Orbis provides us with access to foreign markets, backed by expert research and a long-term track record.*

# SECOND TO NONE

While the CEO is often regarded as the driver of success, behind business doors, there are a league of formidable right-hand men. We talk to three such businessmen about their roles as second-in-command

**JAN HNZIDO**  
**CFO: TERACO**

**A**

t the forefront of raising debt of R400 million for Teraco's 2015 expansion, Hnizdo says his main responsibility as CFO is steering the ship in the right direction from a

financial perspective.

"However, I inevitably land up focusing on various operational aspects of the business," he says. "It's what makes the role so rewarding and enjoyable – not having to be boxed into a deep silo, but being able to add value to the business across a broad spectrum."

The CFO is always key to any capital-raising process within a company – a task which Hnizdo admits has been a great challenge.

"Convincing sceptical bankers of the merits of your business case and that the bank's money will be put to good use and not be at risk can be tough. The hardest part is raising the first R1 million. Thereafter, financiers inevitably buy into the business model. From then on, it's usually plain sailing, as long as the business is growing according to plan," he says.

For Hnizdo, it's often more about gut feel than spreadsheets and financial models. "A business's most important partners are its clients. Without them, there is no business. We constantly look at how we can add value to our client base. Our most important marketing medium has been word-of-mouth and our clients selling and referencing on our behalf."

He points out that any business success depends on successful teamwork between the CEO and CFO. He regards his role as being key to assisting in tough decision-making and tracking key business metrics.

"The CEO, Lex van Wyk, and I have a great relationship. We see ourselves as business partners, playing to our strengths and knowing the boundaries of our weaknesses. There is constant dialogue and suggesting options is not seen as criticism."

While he regards his role as one of both leadership and guidance, Hnizdo often assists when hard decisions need to be made about the financial viability of ideas.

"In any business, there will be opposing points of view, I've



## WHAT KIND OF RIGHT-HAND MAN IS HNZIDO?

**"You'll need to ask our management team that question. I suspect that each person may have a slightly different answer which probably changes on any given day," he says.**

always been one to engage with differing opinions, not necessarily to get consensus, as that sometimes results in the business being bogged down and not moving forward. I prefer trying to understand which point of view has the most merit," he says.

The former CFO of Prism Holdings describes his time at Teraco as a great growth story.

"The company has grown substantially from humble beginnings in a basement some six years ago. Teraco today is the largest independent operator in Africa."



PHOTOGRAPHERS: JUSTIN BARLOW & DANE FORTEN, GROOMING: ZENZI MASUQU





**DUMISANI DLAMINI**  
**CFO: NATIONAL ARTS COUNCIL (NAC)**

**H**

aving  
worked  
at the SA  
Revenue  
Service

(Sars) for several years, Dlamini joined the NAC in 2014, when the organisation needed to turn around its financial management situation after receiving a qualified audit.

"As a transformational leader, I'm inspired by challenges and near-impossible situations. I'm passionate about financial management and corporate governance," he says.

In taking on the role of CFO, Dlamini was expected to drive the financial strategy and provide guidance to ensure that the organisation was managed on sound principles. After an initial assessment of the

situation, two objectives became apparent: achieving the business targets and obtaining an unqualified audit.

"The weeks after my appointment were spent understanding the root cause of low productivity and putting together an action plan," he says. "We were able to increase productivity by more than 100%.

Together with operational assistance, the finance team was working through the previous year's audit findings with a concrete plan that enabled us to resolve all the issues within six months."

Dlamini says his role is closely linked to that of the CEO, Rosemary Mangope.

"She is a strategic and visionary leader," he says. "Her contribution to the art sector extends beyond the borders of SA. My role is to support her and enable her to fulfil the mandate of the organisation."

He adds that due to the nature of the NAC, his leadership role often extends beyond finance, including other aspects such as HR.

"My time at Sars and my role as the Chairman of various municipal committees gave me a platform to understand operations and what drives an organisation, processing of tax returns and the collection of revenue. Finance is about interpreting the numbers to enable stakeholders to make informed decisions."

**WHAT KIND  
OF LEADER IS  
DLAMINI?**

"As an outcomes-based person, I'm more of an executor. My performance is measured by what I deliver. This is a pro in that things get done and the organisation experiences a great wave of modernisation. However, sometimes change happens too fast for people to adapt, which can impede transformation," he says.



## NAVY SIMUKONDA COO: EASTERN CAPE RURAL DEVELOPMENT AGENCY (ECRDA)

W

hen Simukonda stepped into the position

of COO, he strove to provide leadership, enhance operational effectiveness and promote strategic partnerships.

"The ECRDA's mandate is broad and constantly changing in line with changing developmental needs," he says. "This means that attaining goals is an ongoing challenge."

With the aim of building vibrant and sustainable rural Eastern Cape communities, the agency drives, co-ordinates and facilitates the implementation of integrated high-impact programmes of rural development and agrarian reform. Working towards these goals has taught Simukonda many business lessons.

"I've learnt that one has to be firm and uncompromising to be a COO, which may result in being unpopular in many forums, both internally and externally. One has to curb people's wild expectations, which may be seen as a backward step."

As the right-hand man, Simukonda is often tasked with acting on behalf of the CEO, Thozì Gwanya, and providing overall strategic leadership.

"I'm also expected to mentor staff in the entire operational regional network unit who are at the forefront of service delivery,"

says Simukonda. "The relationship between the CEO and me is cordial and supportive. Our CEO is a man of action, commitment and dedication and I'm glad to say that we have found confidants in each other."

When operating in a senior decision-making role, Simukonda admits there is greater room for disagreements. "When dealing with and implementing developmental initiatives that affect people at grassroots level, there will be conflict. What is important is the ability to deal with them. This presents the opportunity to learn and address our issues in ensuring that the organisation remains on

## WHAT KIND OF SECOND-IN-COMMAND IS SIMUKONDA?

"I'm an executor, an agent of change and a partner. I like executing projects and understanding their dynamics, while encouraging partnerships, collaborations and synergies," he says.

track with its mission," he says.

The former Eastern Cape Rural Finance Corporation COO has been heading up operations in the rural development space for more than six years.

"Understanding the differences of opinion among development stakeholders in project and programme implementation has been a great challenge. Rural development is contested terrain and there is no single person who has the solutions to all the challenges facing the rural masses.

"Constructive dialogue, consultation and accommodating others' opinions have been integral in tackling these obstacles," says Simukonda. **DM**

## WHAT KIND OF SECOND-IN-COMMAND ARE YOU?

According to the *Harvard Business Review*, there are different types of right-hand men. What kind of leader are you?

### THE EXECUTOR

This role often involves leading and overseeing day-to-day operations, while focusing on the strategic, longer-term challenges.

### THE CHANGE AGENT

In some companies, the right-hand man's responsibility is to lead a specific strategic imperative, such as a turn-around, a major organisational change or a planned rapid expansion.

### THE MENTOR

Their role is to groom a younger or less experienced person within the company. The mentor is usually an industry veteran with an extensive network.

### THE OTHER HALF

Some seconds-in-command are required to complement the CEO's experience, style, knowledge base or penchants.

### THE PARTNER

Sometimes the CEO is simply the kind of person who works best with a partner. This can lead to a "two-in-a-box" model, based on co-leadership.

### THE HEIR APPARENT

In many cases, the primary function of a COO is to groom a company's CEO-elect. The broad purview of the job allows an heir apparent to learn the ins and outs of the company.

### THE MOST VALUABLE PLAYER

The job of COO or CFO is sometimes offered as a promotion to an executive considered too valuable to lose. With this strategy, an organisation may try to hedge its bets by stopping short of identifying a specific heir or setting a timetable for leadership succession.



YOU'RE  
INVITED

DESTINY MAN EVENT

## JOIN US

### DATE:

29 September 2015

### TIME:

6.30pm for 7pm

### VENUE:

The Maslow Hotel,  
Rivonia Road,  
Sandton,  
Johannesburg

## BOOK YOUR TICKET

### PRICE:

R260

### CONTACT:

Email: [events@ndalomedia.com](mailto:events@ndalomedia.com)  
with  
"Allan Gray Event"  
in the subject line,  
or call Sandy Sadiki  
on 011 300 6700

# HOW TO PICK THE RIGHT INVESTMENT PARTNER

With so many different styles and approaches to investing, it's important to know what you are looking for in an investment manager.



Seema Dala

Thandi Ngwane

Find out how Allan Gray approaches investing at our upcoming DESTINY and DESTINY MAN event. Thandi Ngwane, Head of Strategic Markets, and Seema Dala, Joint Head of Institutional Client Servicing, will discuss the pros and cons of active and passive investment approaches. They will look at whether luck or skill triumphs in investing and how you can pick the right investment management partner.

## ABOUT ALLAN GRAY

Allan Gray is Africa's largest privately owned investment management company, focused on generating long-term wealth for clients since 1974. Allan Gray offers a range of products, such as: unit trusts, retirement products (i.e. retirement annuity and preservation funds), living annuities, endowments and group retirement savings solutions for staff.

**ALLAN GRAY**  
LONG-TERM INVESTING

Allan Gray Proprietary Limited is an authorised financial services provider.



# GET WATER-WISE

WaterWise Academy is the educational programme of the National Sea Rescue Institute (NSRI). We speak to one of its instructors, Lwazi Fihlela, about its vital work with children

**Why did you get involved with WaterWise Academy?** I joined the academy in 2010. At that time, I had eight years' experience working with children at risk and shared the objective of the academy, which is to save the lives of children. I also work for Child Care SA.

**What does your work involve?** I work part-time as an instructor. However, I have managed to incorporate WaterWise lessons into my daily activities. Wherever I go, I always have my teaching aids to ensure that I don't miss an opportunity to raise awareness.

As an instructor, I do awareness education among adolescents on how to be safe around water. I visit rural schools, where I educate teens on how to

develop a safety plan and what to do in cases of emergency. I am based in Eshowe, in northern KwaZulu-Natal. The Department of Education often invites me to visit schools where a child has drowned.

**What training did you receive to become an instructor?** I am a certified basic CPR practitioner – this is renewed every second year – and have a level one certification in first aid. At the annual NSRI conference for WaterWise instructors, we are also given the latest training in facilitation, administration and how to work with children. I've also done a counselling course to enable me to handle traumatic situations.

**What does the academy aim to do and how does it go about this?**

The academy has 12 full-time instructors and nine volunteers nationwide, from Soweto to Nyanga, and their job is to teach children how to avoid danger, what to do in an emergency and who to call for help. They also give them the confidence to apply basic bystander CPR while waiting for an ambulance to arrive.

Youth participation is crucial, so the programme equips young people with skills to respond in an emergency. WaterWise has developed training manuals with

input from medical professionals and rescue units. We ensure that adolescents are able to apply the knowledge we have given them.

**Tell us how the WaterWise PLAN works.** It helps young people and adults be adequately prepared for an accident or emergency, while having fun in the sea or pool.

**Pack:** Make sure you pack tools that will help you in an emergency, such as a rope, an empty plastic bottle, a stick, etc.

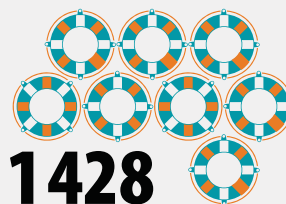
**Look:** Before swimming in the sea, look out for rip tides and be aware of what to do if you get caught in them. Ensure that there is a phone close by.

**Ask for an adult:** Kids should ask someone older than they are to be present when they swim.

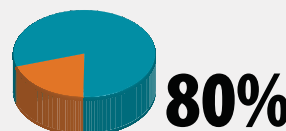
**Never to do things:** Never swim alone or out to someone who is in difficulty. If you can't use something like a branch or pool net, throw something that floats to the person and call 10177 for help. If you get in the water to help someone and are not trained in rescue, the chance of you both drowning is high. Your life comes first. Call for help.

I have made sure my nephew is water-wise, understands the PLAN, knows how to do CPR and can swim. **DM**

## DEATH BY DROWNING IN NUMBERS



The number of deaths from drowning in 2010. According to the Medical Research Council, almost half of these fatalities are children and most occur in fresh water (rivers, dams, ponds and swimming pools).



The percentage of victims in local drowning incidents who are boys.



The number of children WaterWise has taught since it was founded in 2006.

Want to contribute to the NSRI's initiatives? Call Natasha Lindeboom on tel: 021 434 4011 or email: [info@searescue.org.za](mailto:info@searescue.org.za) if you would like to make a donation.

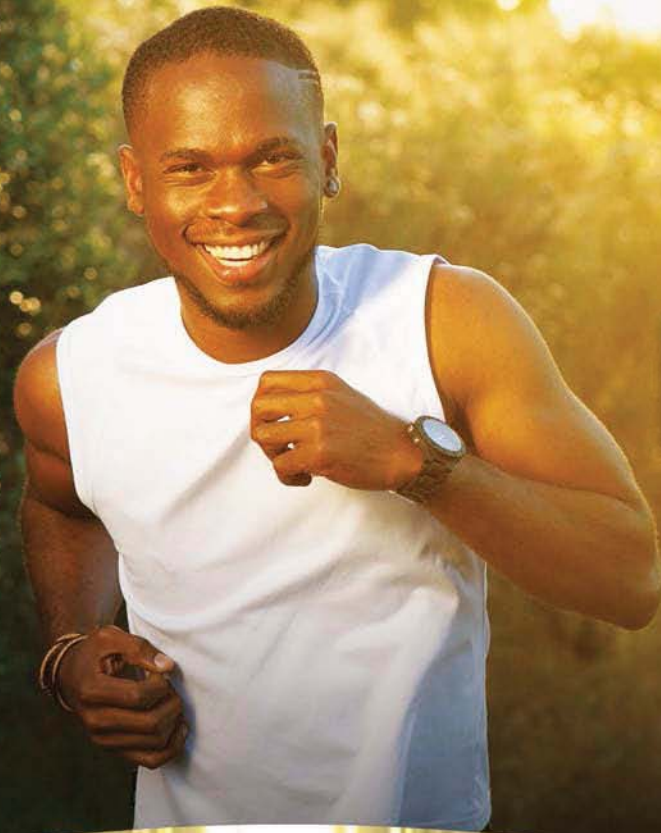


Patented ingredients • Concentrated extracts  
QualiSafe™ 10-step quality assurance process

**Insist on SOLAL®**  
**NO SUBSTITUTION**

# PUSH

the life you live



**EFFECTIVE**  
MUSCLE PERFORMANCE  
CRAMP PREVENTION

People who exercise need **extra magnesium** for muscle performance. Magnesium **supplies energy** to the muscles and **helps prevent muscle cramps**. Magnesium also helps to keep your **heart muscle pumping** properly. **Alcohol** removes magnesium from the body.

#### Who should take Magnesium Glycinate?

If you exercise or drink alcohol then magnesium glycinate will help replace your body's essential magnesium reserves, for peak performance and to help keep your heart healthy.

#### Why choose SOLAL®'s brand?

SOLAL®'s Magnesium Glycinate is a **highly absorbable form of magnesium** which is bound to an amino acid called glycine, for improved absorption and reduced side effects compared to some other types of magnesium.

**HIGHLY ABSORBABLE FORM OF MAGNESIUM**



**BETTER  
ABSORBED**  
GLYCINATE FORM

**ESSENTIAL**  
FOR HEART HEALTH

It's what's inside that sets us apart

**PRESCRIBED BY DOCTORS • RECOMMENDED BY PHARMACISTS®**

**QualiSafe™** 10-Step Quality Assurance to ensure stability, composition and strength from raw material selection and testing to final product quality and effectiveness.

Available from Dis-Chem Pharmacies, Health Professionals, Health Stores, Juniva.com, Leading Pharmacies, SOLAL.co.za and Selected Retail Outlets.

086 11 SOLAL or 086 11 76525 | solal@solal.co.za | www.solal.co.za | www.facebook.com/solaltech | @SolalTech



**SOLAL®**  
HEALTHY AGING SPECIALISTS

quality

inspiration



athari  
CONCEPTS & EVENTS

At Athari Concepts & Events, our team takes the time to understand the goals & dreams of each and every one of our clients. We use this information to **conceptualise, customise & create** unique bespoke solutions.

We build engaging experiences that impact lives in a meaningful way.

Athari Concepts & Events co-ordinates & project-manages a variety of events & experiences, from small, intimate affairs to larger functions such as awards ceremonies, brand activations, conferences, seminars, gala dinners & product launches in the business, lifestyle & entertainment industries.

Always leave with more

011 300 6700 | [tarryn.schoeman@atharievts.com](mailto:tarryn.schoeman@atharievts.com) | [www.atharievts.com](http://www.atharievts.com)



# RETAIL FILE

FASHION | GROOMING | STYLE ADVICE

## Acquisition target

PRODUCED BY **MPUMI SINXOTO**

Burgundy makes way for the season's most energetic colour — red. Prepare to be noticed!

Blazer, R8480, Strelson. Tee, R599, Ben Sherman.  
Pocket square, stylist's own

**STOCKISTS:** Ben Sherman, 011 784 1019,  
[www.bensherman.com](http://www.bensherman.com) • Strelson, 011 883 4983

**TIP:** If a red blazer is too much for you, try wearing a belt, watch, tie or pair of socks in the colour.

PHOTOGRAPHER: JUDY VAN RENSBURG, FASHION ASSISTANT: MPUMI SHANDU, GROOMING: RUTH MAREK, MODEL: ETIENNE @ ICE



Prioritising the needs of their patients is all in a day's work for these four men. They wear the latest chinos

# 20s

## **SIVUYILE MADIKANA**

**MEDICAL OFFICER: GAUTENG DEPARTMENT OF HEALTH  
AND EXECUTIVE MEMBER: SOUTH AFRICAN MEDICAL  
ASSOCIATION TRADE UNION**

### ***What qualifications and qualities do you need to do your job?***

An MBChB degree is a prerequisite. Other than that, you need to be a hard worker and a team player who loves people.

### ***What are the most rewarding and most difficult parts of your job?***

Seeing your patients get better from day to day, knowing that you made a difference, is very rewarding. On the downside, working in the public sector can be strenuous, due to the high volume of patients and shortage of resources.

### ***What skill do you want to master?*** Patience.

***Tell us about your other roles.*** I'm also the Gauteng representative for the Junior Doctors' Association of SA and a Director of Our Prescription Consulting, a medical media firm. In addition, I contribute to medical shows on radio and TV.

***Do you see yourself as a pioneer in your field?*** Yes. I believe in being the change I want to see in the world. It's our time as the youth to serve and change the course of our country's history.

***What are your career goals?*** I want to contribute to a functional, patient-orientated, efficient and accessible health system. I plan to specialise in public health, with a focus on governance, policy and healthcare management.

***Do you have a mentor?*** Not at the moment. I draw inspiration from a number of individuals in leadership, health, business and other spheres.

***What are you currently reading?*** *Steve Jobs: The Exclusive Biography* by Walter Isaacson (Simon & Schuster). The late Apple CEO lived a great life and at the end of it all, he could connect the dots, looking backwards.

***How do you de-stress after a hectic week?*** I love spending time with family and friends, as well as going to church. It gives me a chance to re-assess what really matters in life.

***Sivuyile wears a shirt, R399, Edgars. Chinos, R3 100, Replay. Loafers, R799, Steve Madden. Pocket square, R399, Fabiani***





- Shirt, R999, Fabiani
- Pocket square, R399, Fabiani
- Bow-tie, R399, Fabiani
- Chinos, R2 250, Hackett
- Sneakers, R3 999, Europa Art Shoes
- Nerd spectacles, stylist's own
- Flap-over messenger bag, R3 495, Polo @ Frasers



# 30s

## **WISANI ADVICE MANGANYI**

**CLINICAL SUPERVISOR: SOUTH AFRICAN NATIONAL BLOOD SERVICE (SANBS)**

**What do you do at SANBS?** I do most of the supervisory work, including the administration and ensuring the blood we collect is managed according to the company's requirements and safety standards. I also perform the phlebotomy procedures [drawing blood].

**What qualifications and qualities do you need to perform your job?** One needs to have a degree or diploma in nursing. The job also requires a strong personality, a capacity for hard work, compassion and problem-solving skills.

**What are the most rewarding and most difficult parts of your job?** The opportunity to save lives and alleviate suffering is incredible. The most difficult part is losing a patient.

**What skills do you want to master?** Management and customer care skills. I also want to improve my ability to do phlebotomies.

**How important is mentorship to you?** It is a good thing, as it reaffirms what you have learnt and gives you an understanding of new developments in the field.

**What are you currently reading?** *The Sun Also Rises* by Ernest Hemingway (Scribner).

**Who do you turn to for support and advice?** God is everything to me. I always turn to Him and my family for advice, especially my wife.

**How do you celebrate an achievement?** I pray and have a small party with family and friends.

**What is the best advice you've ever received?** My mother always said: "Education is the spear of life." I always think of her whenever I lose focus. She also advised me to steer clear of peer pressure and negative influences.

**Wisani wears a bomber jacket, R6 799, Tiger of Sweden. Shirt, R995 and chinos, R1 295, both Kurt Geiger. Slip-ons, R1 600, Dune. Tie, R1 950, Hackett**





- Cardigan, R2 895, Paul Smith
- Two-tone belt, R1 795, Paul Smith
- Chinos, R895, Kurt Geiger
- Partridge leather conference bag, R1 949, Frasers
- Zane wallet, R749, Pringle of Scotland
- Patchwork Madras hat, R1 400, Hackett
- Shoes, R2 490, Europa Art Shoes



# 40s

**THOKOZANI DUBE**

**NURSE: ZOLA CLINIC LABOUR WARD**

**Tell us about your career path so far.** I studied for a nursing diploma at Ann Latsky Nursing College, then did an advanced Midwifery Diploma at Chris Hani-Baragwanath Nursing College. I am now working as a shift leader at the Zola Clinic labour ward.

**What qualifications and qualities do you need to perform your job?** To be a nurse, one needs to have a background in biology and physical science to understand human anatomy and medication. One also needs to be patient and good with patients.

**What are the most rewarding and most difficult parts of your job?** The most rewarding part is to see a happy mother looking at her healthy, newborn baby with a big smile and getting a “thank you” for a job well done – although this is rare. The difficult part is dealing with teenage pregnancy and the worrying rate of HIV/Aids among pregnant women.

**What skill do you want to master?** I’m always working on developing my understanding of human physiology.

**How important is mentorship to you?** Mentorship is very important, because it is important for youngsters to have proper role models.

**Who do you turn to for support and advice?** I need my family to support me in my career and understand that I work day and night, even on holidays. For advice, I turn to my colleagues, both senior and junior, because nursing is dynamic. New research alters the field on a daily basis.

**How do you celebrate an achievement?** By giving myself credit for a job well done and moving on to the next goal.

**What do you want to read next?** I’m not a fan of novels. I mostly read nursing books, especially those focusing on midwifery, but I’d love to get my hands on a copy of *Who Moved My Cheese?* by Dr Spencer Johnson (Vermilion).

**What song is guaranteed to put you in a good mood?** *Uzoyithola Kanjani* by Mandoza.

Thokozani wears a cardigan, R2 895 and chinos, R2 700, both Paul Smith. Shirt, R399, Edgars. Checked bow-tie by Cignal, R99 and checked scarf, R149, both Markham. Brogues, R2 490, Europa Art Shoes



- Bomber jacket, R2 999, G-Star
- Printed shirt, R2 999, Tiger of Sweden
- Tie, R595, Paul Smith
- Chinos, R2 295, Gant
- Slip-ons, R699, Steve Madden





# 50s

**DR ILONDA HEMA MAGHOMA**  
GYNAECOLOGIST: BRENTHURST CLINIC

***What qualifications and qualities do you need to perform your job?***

One needs to study medicine, specialising in gynaecology. You need to be patient and accessible.

***What are the most rewarding and most difficult parts of your job?*** The most rewarding is helping to bring a new life into this world and seeing the mother smile. The most difficult is having to be available around the clock.

***What skill do you want to master?*** I'd like to learn more about fertility treatments, as I'd like to assist women who can't fall pregnant naturally.

***How important is mentorship to you?*** It is vital for one's career development – we need to train the new generation to take over from us.

***How do you stay on top of all the medical developments?*** I attend workshops and medical conferences because the field is constantly changing.

***Who do you turn to for support and advice?*** My colleagues and senior practitioners.

***How do you celebrate an achievement?*** I don't have time to go out and celebrate, as my job is very demanding.

***What book do you keep coming back to?*** The Bible – it's the best book ever written.

***What's the best career advice you've ever given someone?*** Follow your heart and make full use of your natural talents.

*Ilonda wears a double-breasted jacket, R5 500, a pocket square, R150 and a lapel flower, R75, all The Gallery Squared. Printed shirt, R399, D66 @ Edgars. Chinos, R480, Truworths Man. Slip-ons, R1 820, Europa Art Shoes. Ring, Ilonda's own*



**STOCKISTS:** • DUNE, 011 685 7055, WWW.DUNELONDON.COM • EDGARS, 0860 334 277, WWW.EDGARS.CO.ZA • EUROPA ART SHOES, 011 447 4133, WWW.EUROPAARTSHOES.COM • FABIANI, 011 783 0066, WWW.FABIANI.CO.ZA • FRASERS, 011 884 5744, WWW.FRASERSLUGGAGE.CO.ZA • GANT, 011 883 4670, WWW.GANT.COM • G-STAR, 011 784 0321, WWW.G-STAR.COM • HACKETT, 011 784 0342, WWW.HACKETT.COM • KURT GEIGER, 011 783 4629, WWW.KURTGEIGER.CO.ZA • MARKHAM, 011 685 7414, WWW.MARKHAM.CO.ZA • PAUL SMITH, 011 447 1074, WWW.PAULSMITH.CO.UK • PRINGLE OF SCOTLAND, 011 444 2270, WWW.PRINGLESCOTLAND.COM • REPLAY, 011 783 1233, WWW.SHOPREPLAY.IT/EN • SPITZ, 0860 109 321, WWW.SPITZ.CO.ZA • STEVE MADDEN, 011 748 0406, WWW.STEVE MADDEN.COM • THE GALLERY SQUARED, 011 079 6980, WWW.THEGALLERYSQUARED.CO.ZA • TIGER OF SWEDEN, 011 784 0561, WWW.TIGEROFSWEDEN.COM • TRUWORTH'S MAN, 011 783 9002, WWW.TRUWORTH'S.CO.ZA



- Double-breasted jacket, R8 000, Hackett
- Checked tie, R1 950, Hackett
- Striped shirt, R2 360, Gant
- Chinos, R2 600, Replay
- Belt, R695, Kurt Geiger
- Brogues, R2 690, Europa Art Shoes
- iPad holder, R999, Frasers

# POWER FLOWERS

There's nothing Hawaiian about this season's take on florals. Whether you go subtle or for head-to-toe funkiness, there's a floral arrangement for everyone.

**~ STYLE TIP ~**

An accessory offers a subtle way of injecting a hint of floral into your wardrobe. Try bow-ties, ties, footwear, socks and hats.

Floral jacket, R999, Adidas @ Superbalist. Shirt, R899 and sweatpants, R2 199, both G-Star. Tie, R499, Fabiani. Slip-ons, R1 995, Carvela @ Spitz





Baseball top, R649,  
Butan Wear. Oxford  
shirt, R699, Sergeant  
Pepper @ Equality. Chinos,  
R999, Polo. Perry leather  
sneakers, R999, Trenery  
@ Woolworths



A full-page photograph of a man with a beard and wavy hair, looking down at a bouquet of red and green flowers he is holding. He is wearing a bright red suit jacket over a red t-shirt with a white floral pattern. A red pocket square with a white polka-dot pattern is visible in his jacket pocket. The background is dark and moody. The entire image is framed by a decorative border of pink line-art flowers and leaves.

Suit, R11 999, Karl  
Lagerfeld @ 69 Belmont.  
Floral T-shirt, R399,  
Bellfield @ Superbalist.  
Pocket square,  
R399, Fabiani





Jacket, R2 500 and shoes,  
R1 500, both Augustine.  
T-shirt, R349, New Look  
@ Superbalist. Jeans,  
R2 299, G-Star



Floral shirt, R1 699 and  
shorts, R1 199, both  
Tommy Hilfiger



**~ STYLE TIP ~**  
If you opt to wear florals from head to toe, go  
for dark ones in the same colour. The  
clashing prints will work together  
if they are grounded by  
matching tones.





Floral jacket, R1 299,  
Vans @ Superbalist



Blazer by Carducci, R2 100,  
round-neck T-shirt, R499  
and pants by Carducci,  
R949, all Stuttafords. Lapel  
flower, R149, Fabiani. Nerd  
glasses, stylist's own. Folio  
bag, R1 999, Frasers

**~STYLE TIP~**  
Layer a floral crew-neck or tee under a  
solid-coloured suit for a minimalist  
look. This will create a  
nice contrast.





Cardigan, R3 000,  
Hackett. Floral shirt,  
R1 699, Tommy  
Hilfiger. Jeans, R799,  
River Island. Sneakers,  
R1 599, Le Coq Sportif



**STOCKISTS:** • AUGUSTINE,  
011 447 1566,  
[WWW.AUGUSTINECLOTHING.CO.ZA](http://WWW.AUGUSTINECLOTHING.CO.ZA)  
• 69 BELMONT, 011 883 1476  
• BUTAN WEAR,  
[WWW.BUTANWEAR.COM](http://WWW.BUTANWEAR.COM)  
• EQUALITY, 071 452 2503,  
[WWW.EQUALITY.CO.ZA](http://WWW.EQUALITY.CO.ZA)  
• FABIANI, 011 783 0066,  
[WWW.FABIANI.CO.ZA](http://WWW.FABIANI.CO.ZA)  
• FRASERS, 011 884 5744,  
[WWW.FRASERSLUGGAGE.CO.ZA](http://WWW.FRASERSLUGGAGE.CO.ZA)  
• G-STAR, 011 784 0321,  
[WWW.G-STAR.COM](http://WWW.G-STAR.COM) • HACKETT,  
011 784 0342, [WWW.HACKETT.COM](http://WWW.HACKETT.COM)  
• LE COQ SPORTIF, 011 784 6332,  
[WWW.LECOQSPORTIF.COM](http://WWW.LECOQSPORTIF.COM) • POLO,  
011 883 6126, [WWW.POLO.CO.ZA](http://WWW.POLO.CO.ZA)  
• RIVER ISLAND, 011 241 7781,  
[WWW.RIVERISLAND.COM](http://WWW.RIVERISLAND.COM) • SPITZ,  
0860 109 321, [WWW.SPITZ.CO.ZA](http://WWW.SPITZ.CO.ZA)  
• STUTTA FORDS, 011 783 5212,  
[WWW.STUTTA FORDS.CO.ZA](http://WWW.STUTTA FORDS.CO.ZA)  
• SUPERBALIST,  
[WWW.SUPERBALIST.COM](http://WWW.SUPERBALIST.COM)  
• TOMMY HILFIGER, 011 783 9248,  
[WWW.TOMMYHILFIGER.COM](http://WWW.TOMMYHILFIGER.COM)  
• WOOLWORTHS, 0860 022 002,  
[WWW.WOOLWORTHS.CO.ZA](http://WWW.WOOLWORTHS.CO.ZA)

Shirt, R699, Trenery  
@ Woolworths. Floral  
shirt, R349, New Look @  
Superbalist. Chinos,  
R2 500, Hackett



# MIRROR TO THE WORLD

Don a pair of aviators and become a fashion top gun

1. R2 000, Ray-Ban @ Eye Candy
2. R3 850, Salvatore Ferragamo
3. R149, Cotton On
4. R800, Ruby in the Dust
5. R2 700, Randolph @ Eye Candy

01



02



03



04



05



STOCKISTS: • COTTON ON, 011 784 0218, [HTTP://SHOP.COTTONON.COM](http://shop.cottonon.com) • EYE CANDY, 011 325 4434 • RUBY IN THE DUST, 011 325 5111 • SALVATORE FERRAGAMO, 011 783 0026, [WWW.FERRAGAMO.COM](http://www.ferragamo.com)





1



2



3

# LEAD THE PACK

Whether for casual or corporate purposes, these backpacks will help you carry all your essentials in utilitarian style

**STOCKISTS:** • FRASERS, 011 884 5744, WWW.FRASERSLUGGAGE.CO.ZA • GAME, WWW.GAME.CO.ZA • INCREDIBLE CONNECTION, WWW.INCREDIBLECONNECTION.CO.ZA • MARKHAM, 011 685 1414, WWW.MARKHAM.CO.ZA • RBA, 078 862 1621 • TUMI, 011 783 4636, WWW.TUMI.COM



4

1. Fabric backpack, price on request, Tumi
2. UK flag backpack, price on request, Tumi
3. Sport backpack, R1 599, Ferrari @ Frasers
4. Leather backpack, price on request, Tumi
5. Backpack, R399, Kingston @ Game
6. Quilted backpack, R1 300, RBA
7. Leather backpack, R399, Markham



5



6



7



01

1. Zip-rounded travel wallet, R7 999, Tumi

2. Travel wallet, R8 550, Cartier  
Money clip, R1 790, Cartier

3. Wallet, R4 050, Salvatore Ferragamo  
Money clip, R1 760, Salvatore Ferragamo

4. Meisterstück wallet, R3 255, Montblanc  
Money clip, R3 225, Montblanc

02

03

04

# SHOW ME THE MONEY

You've worked hard for your moolah, so you may as well carry it in style

STOCKISTS: • CARTIER, 011 666 2800, [WWW.CARTIER.COM](http://WWW.CARTIER.COM) • MONTBLANC, [WWW.MONTBLANC.COM](http://WWW.MONTBLANC.COM) • SALVATORE FERRAGAMO, 011 783 0026, [WWW.FERRAGAMO.COM](http://WWW.FERRAGAMO.COM) • TUMI, 011 783 4636, [WWW.TUMI.COM](http://WWW.TUMI.COM)





## BRAND ALERT: ADRIAAN KUITERS

I'm always looking out for unique and quirky fashion brands – those with a different point of view. Cape Town-based Adriaan Kuiters' label is just that. His recent

show at Mercedes-Benz Fashion Week was one of the highlights. His brave use of prints, married with simple silhouettes, was

super-refreshing. It got me excited about the direction men's fashion is taking. **Visit:** [www.adriaankuiters.com](http://www.adriaankuiters.com) or follow him on **Instagram:** [@adriaan\\_kuiters](https://www.instagram.com/adriaan_kuiters)



**MANIMALISM** Kurt Geiger recently announced the opening of bigger and better stores in Clearwater Mall, Jo'burg and Secunda in Mpumalanga. The design is minimalistic and easy to navigate, ensuring that their latest summer range stands out nicely. The collection consists of chinos in great colours and slim-leg jeans that can be worn with their signature collared shirts and golfers. The new collection is masculine, understated and full of great wardrobe investments. **Visit:** [www.kurtgeiger.co.za](http://www.kurtgeiger.co.za)



## TALENTED TAILOR

If you love a made-to-measure suit and you happen to have an Instagram account, check out [@lmtailored](https://www.instagram.com/lmtailored) for a great visual treat. Linda Makhaya is the brain behind this fabulous brand. "Sophisticated" and "classy" come to mind when I look at his creations – there is such attention to detail. **Visit:** [www.lmtailoredsuit.com](http://www.lmtailoredsuit.com)

## ABOUT TIME

I'm a sucker for anything that reminds me of yesteryear. The simplicity of this classic Omega De Ville Tresor design ensures that it will be relevant for many years to come. Crafted with precision, it's neat and neutral. It would also look fantastic worn with leather bracelets, a white tee and great-fitting jeans! It retails for R157 000. **Visit:** [www.omega.com](http://www.omega.com)



## SNEAKERS REMIXED



Superga has just revealed its third sneaker collaboration with much-loved house DJ Euphonik. It looks super-hot. There's a nice mix of matte and patent leather in sleek and trendy high-top boots. I love their casual, but classy look. Available in plain black or crisp white, the unisex Eupho 2184 high-top retails for R1 000 and is available at Superga concept stores. **Visit:** [www.superga.co.za](http://www.superga.co.za)



# MANICURES AND PEDICURES

Professional manicures and pedicures are great, but they are not the only way you can make sure that your hands and feet are in tip-top condition. Here's how you can do them – sitting right on your couch

**O**ur fathers knew the importance of fashion and grooming and they understood that the two went hand in hand. You can't pair a sharp suit and shoes with unkempt, crusty hands and feet.

Part of the grooming package includes taking care of your hands and feet – both the skin and nails. With celebrities like Al Pacino, Johnny

Depp, Coldplay's Chris Martin and Seal getting treatments on a regular basis, it's time to give your hands and feet the same care you would your face. Take it from us: it will pay handsome professional and personal dividends.

Here are the tools and products you will need to give your hands and feet the salon treatment at home.

## Nail clipper/file

With the nail clipper, you'd do what you usually do – trim your nails. Make sure that you cut fingernails in a rounded shape and toenails straight across. Don't cut too deeply. For a more refined look, file your nails – this will take a bit longer, like most things that produce best results.



## Bowl

Fill a bowl with warm water and soak your hands and feet in it for about 10 minutes.

This is the perfect time to catch up on sport. The treatment softens the skin.

## Nail brush

Immediately after your 10-minute ponder, grab a brush and scrub your nails to remove any loose skin and dirt.



## Cuticle pusher

Use this handy tool to push back the dead skin that grows over the bottom of your nails. This small

detail makes a major difference, giving the nail bed a clean and healthy look.

## Nail buff

Give your hands and feet a quick rinse, then buff your nails as you would polish a pair of dress shoes. This will strengthen them and add a natural shine.



## Moisturiser

The final step is to moisturise your hands and feet. Ingredients to look for include glycerin,

urea and propylene – these make the skin appear smoother and free of wrinkles for a short time. Also look for petrolatum, paraffin and lanolin – these retain the water in your skin when it's exposed to wind or dry air.



1

A great hand moisturiser to try out is **Clarins Hand and Nail Treatment Cream (1)** (100ml, R295). The non-oily formula has powerful skin-repairing benefits and has been specifically adapted to care for men's skin. While moisturising, it also calms irritated skin and prevents calluses.

We also recommend **Sorbet Nourish Hand & Nail Cream (2)** (75ml, R30), **Dermalogica Multivitamin Hand and Nail Treatment (3)** (75ml, R450) and **Nivea Men Creme (4)** (75ml, R40) – they all come in easy-to-carry packaging and will keep your hands and feet nourished throughout the day.



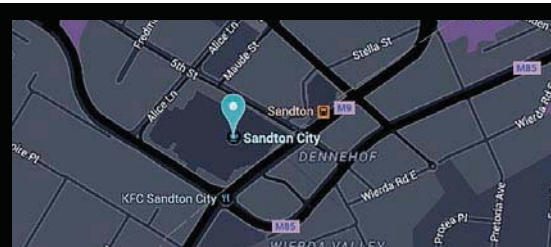
2



3



4



## JO'BURG

**Sorbet Man** is the ultimate grooming destination for men. The professionally trained staff offer a wide range of treatments specifically catering for men. Get your hands and feet done with a complimentary cappuccino close by. **Sandton City, 83 Rivonia Rd, Sandton.** Tel: 011 784 8650



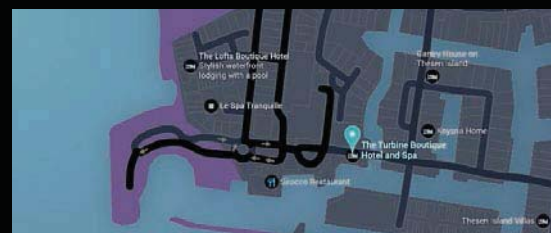
## CAPE TOWN

**Glasshouse** is a one-stop shop for all things grooming in an elegant and masculine environment. Whisky? A cold beer? A cappuccino? Savour your favourite beverage, while your hands and feet are pampered into great shape. **The Foundry, 74 Prestwich St, Green Point.** Tel: 021 419 9599



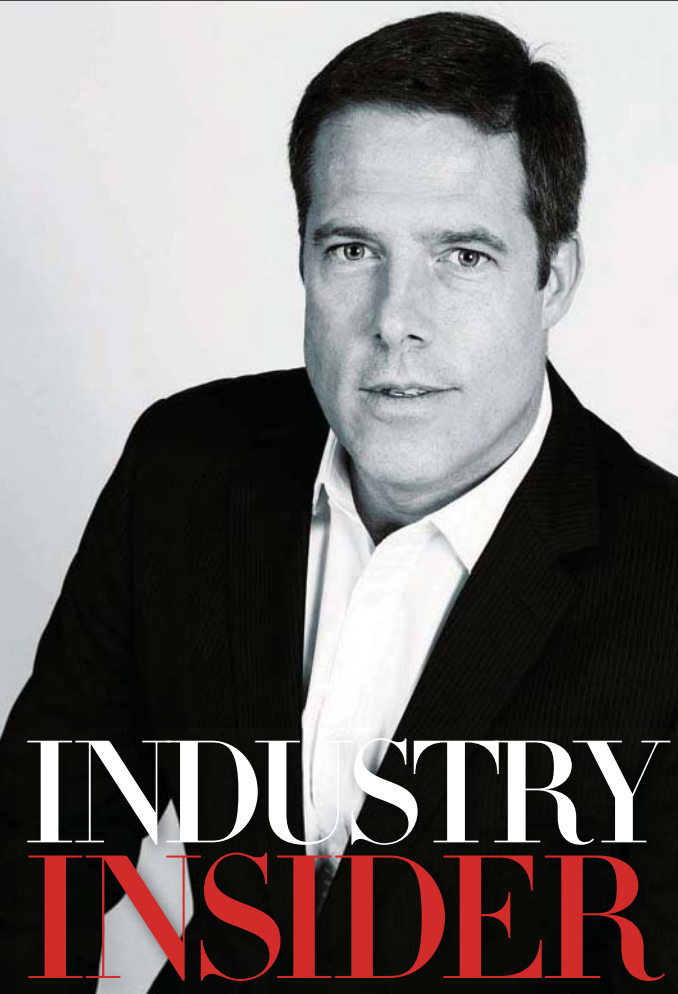
## DURBAN

**Men's Grooming and Spa** provides a unique experience for men looking to treat themselves from head to toe. Get an express manicure and pedicure paired with a neat shave from some of the best grooming professionals in the region. **Shop 13, 12 Palm Blvd, Umhlanga Ridge.** Tel: 031 566 1335



## KNYSNA

**The Amani Spa** in the Turbine Boutique Hotel (an old power station in Knysna that was turned into a five-star establishment) is one of the finest on the Garden Route and also offers a wide range of grooming treatments for men, including manicures and pedicures. When you are done with your treatment, enjoy some good Italian cuisine and striking views at the Col'caccio pizzeria. **36 Sawtooth Ln, Thesen Island.** Tel: 044 302 5746



Dave Hughes, GM: Consumer Products Division at L'Oréal SA, has put his military background to good use in this dynamic and demanding sector

**HOW DID A US MARINE LAND UP IN THE GLOBAL BEAUTY INDUSTRY?** When I decided to leave active duty with the Marines in 1997, I went through a recruiting weekend in which I was interviewed by 14 companies. One of them, Procter & Gamble, invited me to spend a day at their cosmetics office in Maryland, USA. I thought they had made a mistake because I had no experience in cosmetics and had never even worked with women. However, they liked my

leadership style and thought I would bring a fresh, innovative approach to the business. **WHAT DOES YOUR JOB ENTAIL?** I manage the marketing, sales and financial teams responsible for managing the L'Oréal Paris, Garnier, Dark and Lovely, Maybelline, Essie, Restore Plus and NYX brands. **DOES YOUR MILITARY BACKGROUND EVER COME IN HANDY?** As a marketer, you need to see through the "fog of war" and have the clarity of mind to evolve and innovate to ensure

your brand stays relevant. The chaos in a combat situation teaches you to think and react quickly in pressurised circumstances and this skill comes in handy when you work in such a dynamic and demanding industry.

My tours in Iraq and Somalia taught me to really appreciate different cultures and perspectives, which is important if you work in marketing, especially as an expatriate. **WHAT ARE THE MAIN TRENDS IN MEN'S GROOMING RIGHT NOW?** Facial hair is a big trend internationally, so men are growing three-day beards or a short stubble.

Another trend that is increasing in popularity is "manscaping", which involves removing unwanted and unsightly hair on the body. This trend has been made popular by athletes, but it has been adopted by men all over the world because it gives them a cleaner, fresher look.

Lastly, we are seeing

an increase in male-only spas, where men go to be treated in a masculine environment, with products and services specifically focused on their needs.

**WHAT ARE YOUR ESSENTIAL GROOMING ITEMS?** Since joining the industry, I've realised the importance of a daily skincare routine. I use L'Oréal Paris Men Expert Pure Power Daily Charcoal Wash, which keeps my skin blackhead- and spot-free. I'm also a fan of serums, so I'm currently using L'Oréal Paris Men Expert Hydra Energetic Recharging Moisturiser Turbo Booster, which gives my skin that "cold shower" effect – fantastic first thing in the morning! Lastly, I always wear sunscreen. I prefer Garnier Ambre Solaire because it adheres to strict European standards, so it protects against both UVA and UVB rays, which can be really harmful to the skin. **DM**



R274  
BILLION

TOTAL SPENDING ON MALE GROOMING PRODUCTS GLOBALLY IN 2013, OF WHICH THE SA MARKET CONTRIBUTED R1,1 BILLION.

ACCORDING TO MINTEL, THE FOLLOWING WERE THE TOP-SELLING MEN'S PERSONAL CARE PRODUCTS

IN THE USA IN 2014: 1) DEODORANT/ANTI-PERSPIRANT. 2) SHAMPOO. 3) BAR SOAP. 4) SHAVING GEL/CREAM. 5) SHOWER GEL. 6) MOISTURISING LOTION/CREAM. 7) CONDITIONER. 8) AFTER-SHAVE. 9) ALL-IN-ONE SHOWER PRODUCTS. 10). FACIAL CLEANSING PRODUCTS AND FACIAL MOISTURISERS.



# DRY SKIN RESTORED IN 5 DAYS

THAT'S THE HEALING POWER OF VASELINE.

TM® Rugby World Cup Limited 2008

brandinc423/e



OFFICIAL SKINCARE BRAND OF THE SPRINGBOKS



# BID YOUR WAY TO BUSINESS CLASS



**STEP-UP**

[flysaa.com](http://flysaa.com)

Step-Up your Economy Class seat to Business Class with the new upgrade programme on [flysaa.com](http://flysaa.com). Simply make us an offer, enter your credit card details and submit your request.

If your offer is successful, you will have the benefit of using our dedicated check-in and boarding counters, as well as priority baggage handling at the airport. Enjoy exclusive access to our world-class airport lounges. Our awarded flat-bed seats\* mean that you can lie back in ultimate comfort while indulging in award-winning cuisine perfectly paired with a glass of one of South Africa's finest wines.

**Visit [flysaa.com](http://flysaa.com) to make us an offer now.**

Terms and conditions apply. \*Flat-bed seats available on selected aircraft types only.

**BRINGING THE WORLD TO AFRICA. TAKING AFRICA TO THE WORLD.**



**SOUTH AFRICAN AIRWAYS**

A STAR ALLIANCE MEMBER 



HEALTH  
MOTIVATION  
DOWNTIME  
STUFF

# LIFE

“Destiny is no matter of chance. It is a matter of choice. It is not a thing to be waited for; it is a thing to be achieved.”

— BUSINESSMAN REUEL KHOZA

# GRAN EXPECTATIONS



**Entrepreneurship is fraught with hardships, so support makes all the difference between success and failure. Neo Moleko salutes his granny, Rachel Moleko, whose countless sacrifices helped make his business dreams a reality**



I was born and raised in Pimville, Soweto, by my grandmother. We lived in your average Soweto house and the priority for Granny at that time was a good basic education for me and my aunt. On her meagre receptionist's salary, my granny managed to get me educated at King Edward VII School in Houghton, Jo'burg, one of the top schools in the country.

This incredible woman lost her daughter, my mother, when I was only five years old. For a very long time, she had to fill the void of a day-to-day mother and father for me. I didn't realise – or, rather, her involvement in my life didn't let me see – that I had no male figure present. She was very hands-on and tried to keep up with all the requests from school to check on my academic performance and that I was doing my homework.

From a very early age, she wanted me to explore and go beyond the things she was able to see in life. She didn't envisage a sub-standard career for me. This is why she always told me about the work of engineers, attorneys and pilots. To stimulate my interest in technology, she brought a computer home when they were changing stock at IBM, where she worked. This kept me busy and I became computer-literate.

I managed to sell sherbet and sweets at school in Standard 8 to make an extra income and that's really when my business acumen stood out. Granny would always make sure it was not getting me into trouble and that my schoolwork came first. At one point, the school called her in to try to get her to talk me out of selling



sherbet, as this wasn't being received well by the mothers at the tuckshop. She was very quick to defend me and even though I never got the green light to carry on selling, her support was much appreciated.

Without that support and her ability to allow her mind to relax and have faith in my ideas, I don't think I would have registered a business in 2003, after completing high school the year before. Entrepreneurship is a very lonely and volatile journey and a lot of young business people buckle under the pressure. The journey is that much harder when you have no family support. At the time, I didn't have a framework of what I wanted to do in business. All I knew was that I wanted to be an entrepreneur.

I managed to secure a job at Telkom Yellow Pages in February 2003. That lasted three months, as my brain couldn't take the monotony. I then joined Nedbank under American Express in the same year, but that didn't last long either. Fast forward to 2008 when, aged 23, I was retrenched from Equity Aviation at OR Tambo. In all this time, my registered business lay dormant.

My recruitment company, Mandatory Placements, came to life in a tiny bedroom in my grandmother's house. Granny's support at this time was vital. She had already gotten used to me contributing to the monthly expenses. I handled the helper's salary, together with my aunt. I was responsible for other items around the house, like garden supplies and food, as well as general ad hoc expenses. However, when I got retrenched, all that came to a standstill and I was faced with the option of accepting an offer from another employer or tackling the gruelling challenge of starting my own enterprise.

Granny took the tough decision of taking responsibility for most household expenses until I started invoicing, which was almost six months later. Even then, my contributions didn't make a world of difference, as I needed to focus on reinvesting in the business. With no business phone line, I was allowed to take over the house line. She tried not to pressurise me to contribute to monthly costs, knowing full well that the stress of starting a business, when coupled with domestic issues, was never going to end well.

Granny would always encourage me to read books about successful entrepreneurs to stimulate my mind and keep up to date with commercial issues. Whenever it seemed that I was going nowhere, she'd remind me that no kingdom is built overnight and that most great nations have gone through wars and hardships to achieve that status. If I was short of petrol money, she'd be my *mashonisa* and share her pension with me.

Our first client came in about June 2008, when we were close to running out of cash. Most of the clients (Adcock Ingram, Roche Diagnostics, Tiger Brands and Famous Brands) we picked up in the first three years are still conducting business with us today. We managed to start a business at the beginning of the first economic recession in 2009 and today I employ 10 people. We're now based in Rivonia, Sandton, one of

**"IF I WAS  
SHORT OF  
PETROL  
MONEY,  
SHE'D  
BE MY  
MASHONISA  
AND SHARE  
HER  
PENSION  
WITH  
ME."**



the main economic hubs of SA.

Mandatory Placements has given birth to another brand that operates in the professional CV space. It complements the first business, but offers its services directly to clients looking to change careers, get promoted within their companies, highlight their skills sets and, for some, simply enter the workplace.

Every week when I visit Pimville, Granny asks me: "So how's the market? How's business? Has the other business taken off? Is your team still intact? Are you still going to build that school of yours?" You'd think we still lived under the same roof. Her support is important even now, as it reaffirms her interest in my life and success. She's really set the example for me to follow regarding parenthood. I am now traditionally married to a girlfriend who came into my life when I started the business. We were blessed with a baby boy in August last year.

I've assumed full responsibility for paying the helper, who's been with us for almost 17 years. She literally saw me grow into the businessman I am today and is now on my payroll. I handle the insurance for the Pimville house and any car-related costs are my responsibility as well. I've got a lifelong responsibility to my granny, who I refer to as my mother. Painting and general up-keep of the family house is an ad hoc thing, together with any traditional ceremonies, but I help out where I can and make sure that she lacks nothing. **DM**

I'M A •  • 

VIEW MORE

LOGIN

# Love at FIRST CLICK

Is it possible to find love online? One man shares his journey of discovery and dispels a few stereotypes along the way

**I** recently returned from Russia, where I got engaged to my sweetheart, Anna Ragozina, who comes from Kungur, a small town in the Perm Krai region. She is a 28-year-old accountant who speaks moderate English and met me via the [www.russianscupid.com](http://www.russianscupid.com) website.

I have been a Business Development Manager at Groupon SA for the past four years and, at age 36, want to settle down. It was my third trip to Russia, having been to St Petersburg in 2012 and 2014. It has been my dream to find a loving

Russian wife since 2009, when I was working as a personal trainer at a Dubai gym.

During this time, I met a diverse range of nationals, but the beauty and traditional family values of Russian women stood out. For some reason, there seemed to be a growing trend towards Western men marrying Russian women. After much discussion with the latter, I understood why.

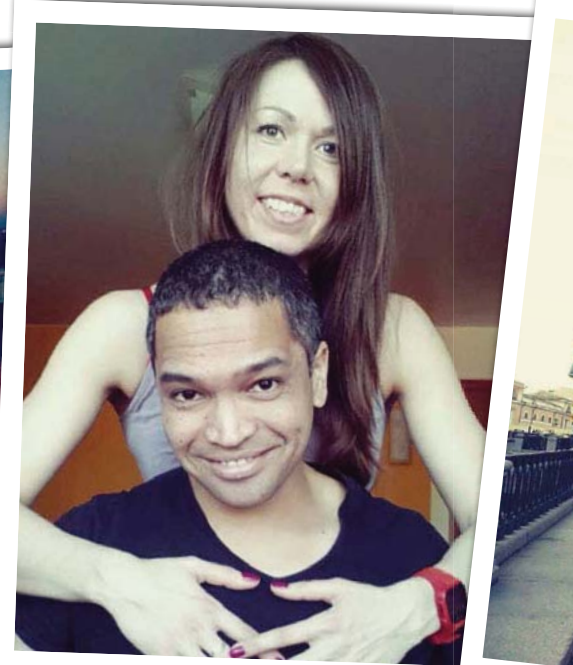
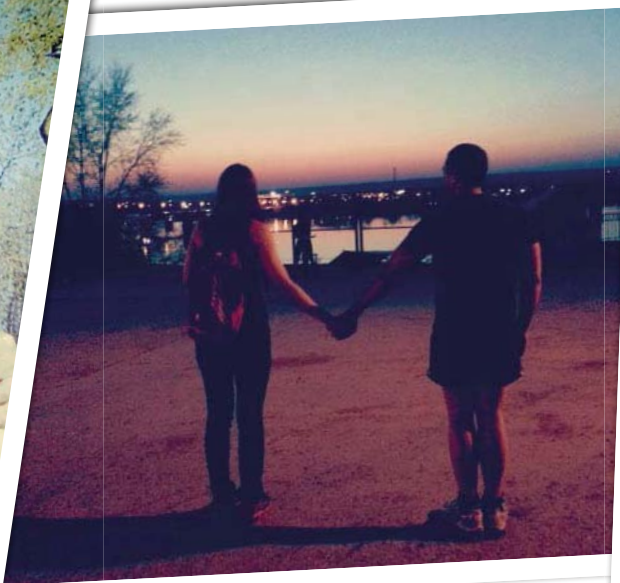
During World War II, millions of Russian men died and this caused a large national gender disparity that can be seen today. Statistically,

there are only seven Russian men for every 10 women, which means that 300 000 of every million Russian women may never find a man.

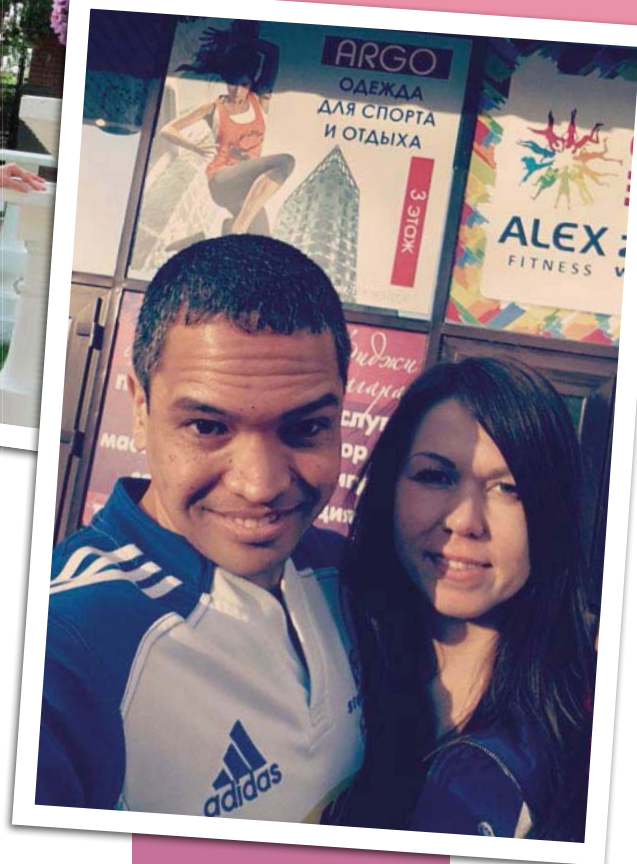
Russian women are traditionally more family-orientated than their Western counterparts due to a strong cultural upbringing that dates back to the Soviet Union era. This is not to say that there is anything wrong with Western women. I'm simply stating that if a man specifically desires a foreign, exotic woman with traditional, conservative family values, he'll have a greater chance of finding one in Russia.

In 2012, I finally decided to take the plunge and book my first flight to Russia. I chose St Petersburg, as it is the country's cultural capital. I found the locals rather curious, since most of them had never met anyone from SA. Many were friendly and some even welcomed me into their homes. St Petersburg is the most beautiful city I've ever seen, with architectural wonders dating back some 300 years to the reign of Peter the Great.

After having visited the country, I can confirm that most Russian people are not desperate to leave their native land. They are not poverty-stricken and certainly not







*Many Russian women do lack the one thing that would make their lives meaningful – a good man with whom they can start a family.*

dumb. However, many Russian women do lack the one thing that would make their lives meaningful – a good man with whom they can start a family. As a result, many of them are seeking love abroad.

I met some women who I had contacted via RussianCupid.com, but – in short – these encounters didn't work. I hadn't done my homework properly and simply met the first women who replied to my profile, without really asking how serious they were about getting married.

I've learnt from experience that some women are just out for a fling, meeting as many men as they can without any intention of settling down. I learnt from my mistakes and thought I'd give the website one last try.

On 10 January 2015, I came across a beautiful Russian girl. It was love at first sight for Anna and me. Within 24 hours of exchanging emails, we began talking via Skype for an hour at 7pm every evening to negate the three-hour time difference. I immediately bought a plane ticket to Perm Krai. We even set our wedding date before we got engaged!

I landed at Perm International Airport on 1 May 2015 at 2am. We finally saw each other in person and kissed like two lovesick puppies, unable to get enough of each other. Within an hour of arriving at our hotel, I put a beautiful engagement ring on her finger and asked her to be my wife. She replied: "I will be!" in her strong accent.

We had the most amazing time, going to gym together and spending all our time romancing each other. Our wedding date is set for 20 December 2015.

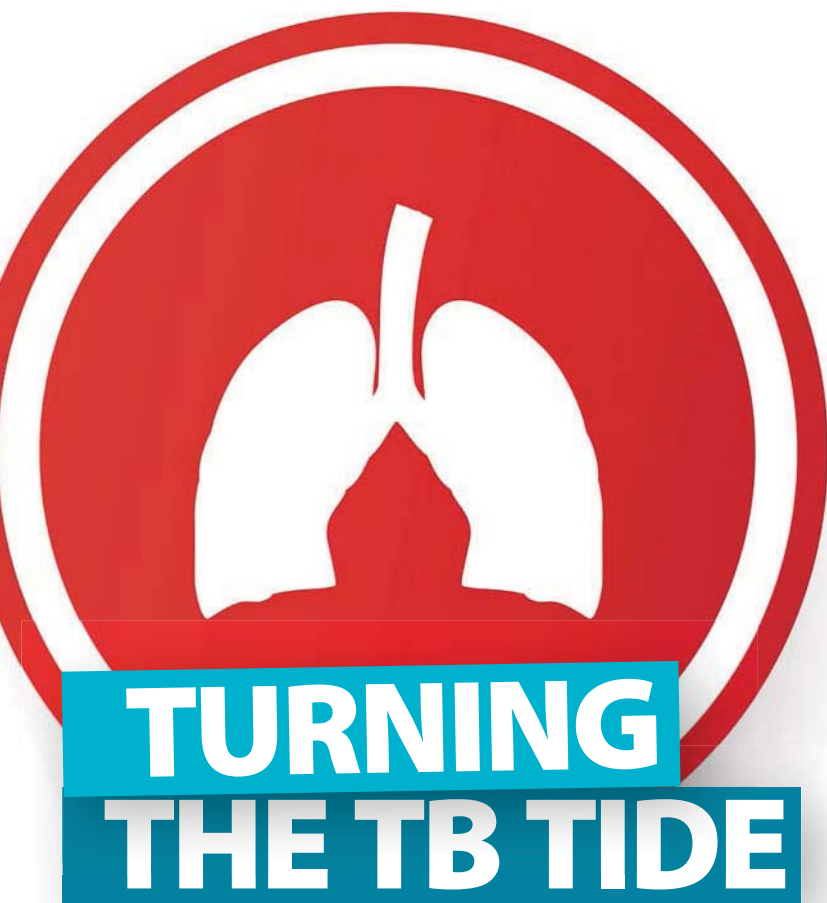
Contrary to what many think, you don't "buy" a Russian bride off the Internet.

The marriage website is simply an online meeting place where you make initial contact. She's fully empowered to accept or decline your proposal. **DM**

## Dollie's tips for men seeking love online

- ♥ Find a reputable marriage website with plenty of testimonials.
- ♥ Build a detailed profile that includes your hobbies, outlook on life and definition of a meaningful relationship.
- ♥ Upload photographs of yourself that depict you as a fun, vibrant, sociable and interesting person.
- ♥ Never send money to anyone whom you haven't met in person.
- ♥ Don't court online for too long. Exchange a few emails to see if there's enough chemistry to take it further. Then meet in person as soon as possible.
- ♥ Always meet in a public place first. Don't come across as desperate. Just have fun – what's meant to be will happen naturally.





More than half a million South Africans die of tuberculosis (TB) every year. DESTINY MAN investigates new technologies and vaccine initiatives in the fight against this terrible scourge

**A**rchbishop Emeritus Desmond Tutu, musicians Carlos Santana and Ringo Starr and TV personality Gerry Rantseli-Elsdon have all suffered from TB.

Tutu recently told the media that it was “disgraceful” and “unacceptable” that people were still dying of the disease.

“When it is caught early and properly treated, it can be cured,” he said.

TB is a truly global health issue. In 2009, the disease claimed the lives of about 1,7 million people worldwide.

Brazil, Russia, India, China and SA (Brics) alone constitute 56% of the global infections and 60% of multi-drug-resistant (MDR) TB.

The World Health Organisation

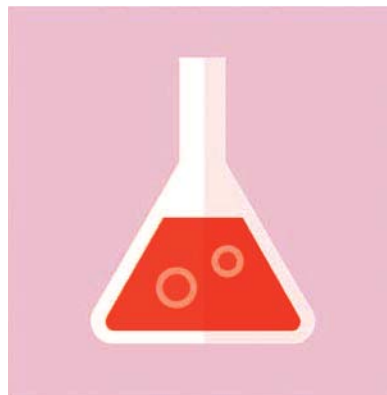
(WHO) says people living with HIV are 26-31 times more likely to develop TB.

Dr Helen Macdonald from the Department of Social Anthropology at the University of Cape Town (UCT) stresses that it is not a poor man's disease.

“It is completely democratic in that it affects everybody. I know a wealthy white woman who recently contracted TB. But the crucial question is: ‘What causes the bacteria to activate and turn into a fully-fledged disease?’”

Macdonald, who specialises in medical anthropology and infectious diseases, says men contract TB more often than women.

“However, when a woman is infected, it affects the whole family. Children are particularly vulnerable.”



### VACCINE EXPANSION

Scientists in SA are making substantial contributions to the global TB vaccine development effort.

Thomas Scriba, Deputy Director of the Immunology South African TB Vaccine Initiative (Satvi), says a number of local organisations and universities have been conducting clinical trials as part of the development of new vaccines.

He says these include Satvi, the Clinical Infectious Disease Research Initiative and the Desmond Tutu HIV Centre at UCT, the Aurum Institute in Gauteng and Task Applied Science at Stellenbosch University.

He says eight new TB vaccine candidates have been tested in clinical trials in the country, which is more than half the number of candidates in testing globally.

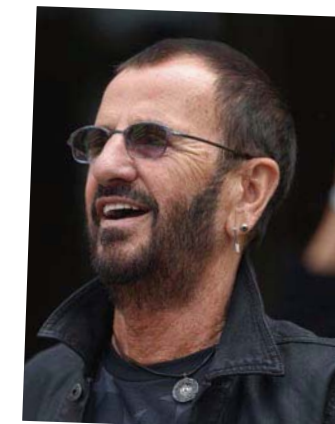
“In most of these trials, critical questions are being addressed to improve our understanding of how such vaccines protect against TB, how the immune response is activated by vaccination and how such immune responses may protect against the disease.”

He says such knowledge is essential because these questions are currently thwarting global efforts in rational vaccine design.

“Satvi has been active in leading this field. Immunisation is an ideal solution because vaccination is given to healthy persons to prevent the disease from developing. There is no need to diagnose or treat a disease if it is prevented from developing in the first place,” says Scriba.

He says SA has an existing Bacillus Calmette-Guerin (BCG) vaccine, which is given to all babies in the country.

“The problem is that this vaccine does not provide complete protection and protection is short-lived, lasting approximately 12 years.”



Archbishop Emeritus Desmond Tutu, Ringo Starr, TV personality Gerry Rantseli-Elsdon and Carlos Santana have all suffered from TB.





## RATS TO THE RESCUE

Faced with the grim reality, scientists at the Eduardo Mondlane University in Mozambique are training kitten-sized African giant pouched rats to sniff out TB-causing bacteria.

Dr Emilio Valverde, a Programme Manager at Anti-Persoonsmijnen Ontmijnende Product Ontwikkeling (Apopo), says that in many developing countries, TB is still detected through microscopy.

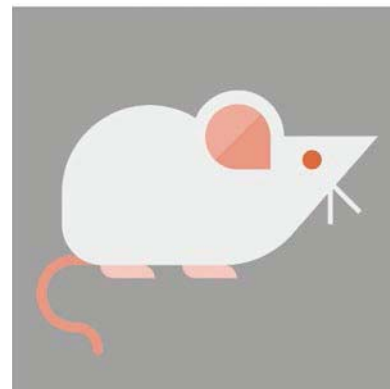
"Although this method can be very precise, it's also slow and 20-80% of positives can be missed, depending on the resources available

and the skills of the technician. Apopo's detection rats are a fast, accurate and cost-effective screening tool to accelerate effective TB control."

According to Apopo, the rats are resilient and versatile, able to adapt and work under a vast array of conditions.

A lab technician would take four days to screen a single sample, while the TB detection rat screens hundreds in 20 minutes.

Apopo says it has managed to increase the TB case detection rate of the collaborating clinics by an average of 40%.



## GOVERNMENT INTERVENTIONS

For the past 50 years, doctors at the forefront in the fight against TB were used to sending sputum for microscopy to a laboratory and waiting for the results for at least a week.

Today doctors are using a high-tech machine that is much quicker in delivering accurate results.

In March 2011, the Department of Health took ownership of the GeneXpert technology. Doctors can now receive results in just two hours.

In his policy debate on the health budget vote, Health Minister Dr Aaron Motsoaledi said drug-resistant TB was becoming more and more common and treatment of it could take up to two years, but positive developments were on the horizon.

"There is now a new drug called bedaquiline that helps treat MDR TB. We moved very fast to procure it and make it available to MDR and XDR TB patients," he told MPs.

"It takes six months to treat one MDR TB patient at a cost of R9 000 per patient," he said.

"In the entire world, there are only 600 patients on bedaquiline and I can confirm that 361 are receiving the drug in SA. In fact, SA is the only country where the drug is widely available."

To help raise awareness, Motsoaledi has launched an ambitious new TB programme with a special focus on three vulnerable communities – offenders at correctional services facilities, mineworkers and communities in mining towns.

His department will test 150 000 inmates in 242 correctional services facilities for TB and conduct screening on about 500 000 miners in six districts.

Because mines are usually in remote areas, they are particularly at risk. The worst-affected areas in SA include the Lejweleputswa region (Free State), the Kenneth Kaunda and Bojanala districts (North West), Waterberg, Lephalale, Sekhukhune and Burgersfort (Limpopo) and the West Rand (Gauteng).

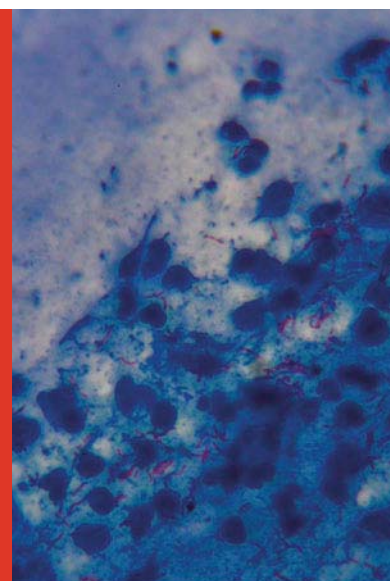
Family members of those who test positive for TB and children who attend schools or crèches in the mining towns will also be screened.

Motsoaledi says it is important for people to be screened and for those found positive to be promptly treated if we are to defeat this pandemic.

"TB is still very much the biggest killer." **DM**

# R1,2 BILLION

The amount the World Bank has contributed towards combatting TB in the mining sector within the Southern African Development Community.



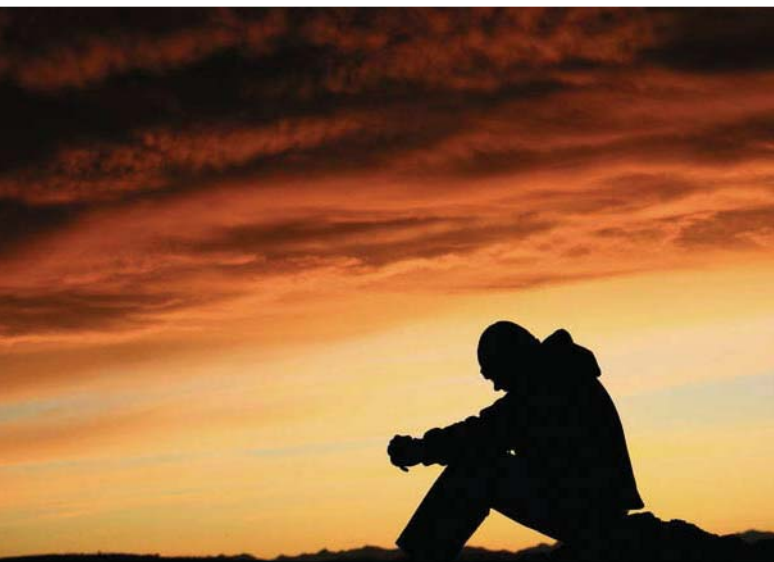
## WHAT IS TB?

TB is an infectious bacterial disease caused by mycobacterium tuberculosis, which most commonly affects the lungs. It is transmitted from person to person via droplets from the throat and lungs of people with the active respiratory disease. In healthy individuals, infection with mycobacterium tuberculosis often causes no symptoms, since the person's immune system acts to "wall off" the bacteria. The symptoms of active TB are coughing – sometimes producing sputum or blood – chest pains, weakness, weight loss, fever and night sweats. The disease is treatable with a six-month course of antibiotics.



## ARE RESTAURANTS HEALTHIER THAN FAST FOOD?

**R**esearchers from the University of Illinois in the USA have found that take-outs might be better for you than dining out. When people eat out at restaurants, "they have more time, it's more relaxing, it's more like a social event, so they're less cautious about overeating", Assistant Professor Ruopeng An told *Time*. But An also found some good news for restaurant-philes: eating in restaurants was associated with an increase in omega 3 fatty acids, vitamins B6 and E, magnesium, potassium and zinc, as well as a reduction in sugar. "From that perspective, consumption in full-service restaurants isn't all bad," he said. He hopes the results will encourage more people to cook, but he's realistic, too – we're not going to stop eating out.



## HOW TO SPOT DEPRESSION SYMPTOMS

**O**ne in five South Africans suffer from mental illnesses, yet only 25% are getting the care they need. "In SA, 60% of suicides are due to depression," says Deepa Jaga,

Executive Manager of Metropolitan's Disease Risk division. "This is alarming, given that depression is treatable." With October being World Mental Health Month, she identifies five signs of depression:

- Overwhelmed by life.
- Constantly tired and drained.
- Usually sad.
- Unexplained aches and pains.
- Acting recklessly.

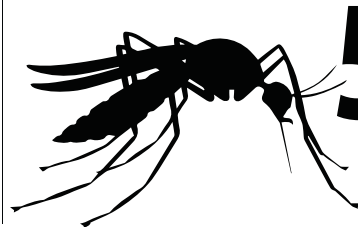


## SPRAY IT ON

**E**lasto Spray-Plaster is a great innovation. The new formula disinfects the wound on application and instantly forms an invisible film, which acts like a second skin. We find it very handy in the office after paper cuts and stapler injuries. It is priced at R100 for 40ml and is available from leading retailers and pharmacies nationwide.

“Hearty laughter is a good way to jog internally without having to go outdoors.”

– Norman Cousins



# 584 000

The number of people who die of malaria worldwide every year, most of them children under five years old in sub-Saharan Africa.



# BEAT THE SLUMP



**Fight fatigue, stress and energy loss.  
All day. Every day.<sup>1,2</sup>**

**Slow-Mag®**

Ref 1. Garfinkel L, Garfinkel D. Magnesium 1985;4:60-72. 2. Albion Research Notes 1997;6(1). <sup>50</sup> Slow-Mag® Tablets. Each enteric coated tablet contains magnesium chloride 535 mg (equivalent to 64 mg elemental magnesium) H24/89. Slow-Mag® Caps. Each capsule contains magnesium amino acid chelate 450 mg (equivalent to 45 mg elemental magnesium). Slow-Mag® Fizzy. Each Effervescent tablet contains elemental magnesium 172 mg and Vitamin C 150 mg. For further information, refer to the package insert approved by the Medicines Regulatory Authority. Merck (Pty) Ltd. Reg. No. 1970/004059/07. 1 Friesland Drive, Longmeadow Business Estate South, Modderfontein, 1645. Tel. (011) 372-5000, Fax. (011) 372-5252. SM.04.13.007, Report adverse events to [drugsafety@merck.co.za](mailto:drugsafety@merck.co.za) or +27 11 608 2588 (Fax line).

COMPETITION

# WIN!



**A VESPA PRIMAVERA AND  
MERCHANDISE WORTH R100 000!**

# Vespa®



The Vespa Primavera is the modern incarnation of the 1968 classic, which remains one of the best-selling two-wheelers of all time. This iconic Vespa offers a robust, yet easy ride, with plenty of room between the handlebars and the saddle. The increased wheelbase and length enhance riding stability, while maintaining Vespa's characteristic lightweight steering and agility. The Primavera has a four-stroke single cylinder, air-cooled, 150cc engine, with a three-valve, single overhead camshaft and electronic fuel injection. This keeps running costs to a minimum, with extremely low fuel consumption – you can expect up to 50km/l at an average speed of 70km/h! The Primavera is imbued with youthful energy, timeless style and the latest technology. It's the perfect two-wheeler for urban living and commuting.

*The prize includes a Vespa Primavera scooter, helmet, jacket, Vespa Riding Academy lessons and assistance in obtaining a rider's licence. To enter, readers will need to buy the October, November and December 2015 issues of DESTINY MAN, visit their nearest Vespa dealership for a test ride and Instagram a picture of themselves at the dealership with the three issues, using the hashtags #BoldDistinguishedVespa and #DestinyMan and tag @destiny.man and @vespa\_sa. The competition closes on 21 December 2015. Visit: [www.destinyman.com](http://www.destinyman.com) for more details.*



# DOWNTIME

COMPILED BY RICHARD GOLLER

FILM | TV | CULTURE | BOOKS | MUSIC

## THE EVOLUTION OF PHARRELL

We track the consummate slashie's career trajectory from singer and producer to entrepreneur and style icon

**1998:** As part of the super-hot, award-winning production duo The Neptunes, Pharrell would go on to create monster hits for Britney Spears, Nelly, Justin Timberlake and Busta Rhymes. Not many men can pull off a 'tache. Trust Pharrell to do so with panache.

**2001:** Evolution is part of the game for Pharrell and he launches the rock, funk and hip-hop band N\*E\*R\*D. A rare style slip, though, as he channels the generic home-boy look.

**2004:** The fashion entrepreneur is on the run, with a partnership with Reebok for his Billionaire Boys Club clothing and Ice Cream sneaker collections. The partnership is dissolved a year later, following disagreements over quality standards and distribution.

**2007:** Pharrell is a man of many passions, including cycling. He now co-owns a bicycle manufacturing company, Brooklyn Machine Works, which specialises in top-of-the-range designs, including one covered entirely in hand-stitched water buffalo hide.

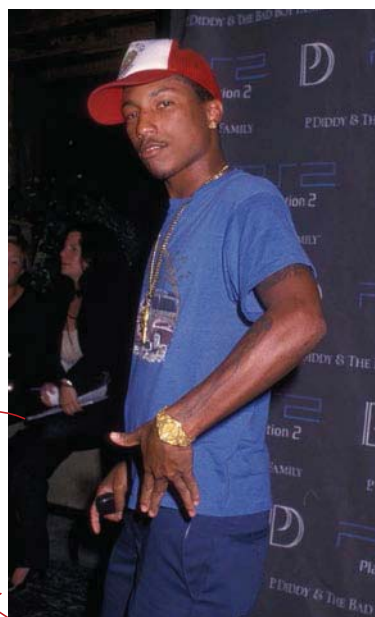
**2007-2008:** In between work for numerous artists, including Madonna, Maroon 5, Beyoncé, Shakira and Jennifer Lopez, Pharrell is becoming as well-known for his sharp dressing as for his killer tunes.

**2010:** Proving that even style icons have their bad days, Pharrell lets the side down with this slept-in combo in a fashion week front row seat. Moving swiftly along...

**2012:** Another memorable moment from the Only Pharrell style files, as a camo tux captures his individualistic fashion sense. His career is about to go stratospheric with that song...

**2014:** A flurry of international hits later, including *Get Lucky* (Daft Punk), *Blurred Lines* (Robin Thicke) and *Happy*, who knew that a hat could become such a talking point?

**2015:** His bell-hop performance at the Grammys puts a new spin on the Pharrell Song That Everyone Knows. Everyone wants a piece of the Pharrell magic, including Mzansi and Woolworths. Just how much are you willing to pay for tickets to his show?



GALLOIMAGES/GETTYIMAGES/ISTOCKPHOTO

MUSIC WRITTEN BY RICHARD GOLLER



COMEDY WRITTEN BY GILLIAN KLAWSKY

## THE STAND-UP GUY

Since winning SABC1's *So You Think You're Funny* in 2009, comedian Sifiso Nene (34) has built a successful career. Now he's set to debut his first one-man show, *Baby Mama Drama*

Nene discovered a love of comedy watching home-grown satirical TV series, *The Pure Monate Show*. "I knew I thought like these people and decided to try and build a career writing TV comedy scripts," he says. Travelling from KwaZulu-Natal to Jo'burg, he showed SABC executives his scripts, but was told he was "stand-up comedy funny, not sitcom funny".

Taking their advice, Nene worked on his stand-up routines. Winning *So You Think You're Funny* provided the foundation to launch his comedy career. "If it weren't for

**“I approach all my shows as if I were on stage for the first time. Nerves mean that I respect what I do and the people I do it for.”**

that, I wouldn't be where I am now," he says. While building his stand-up career, he also worked on the Mzansi Magic reality show *Opening Guys* and starred in the David Kau film *Taxi*

*Ride*, which led to a spin-off TV series. He received the Audience Choice Award at the South African Comic Choice Awards in 2012 and 2013.

"I approach all the shows I do as if I were on stage for the first time," he says. "Nerves mean that I respect what I do and the people I do it for."

Now Nene will launch *Baby Mama Drama* on 2 October in his hometown, Empangeni, and then move across SA. "I always wanted to do my first one-man show in 2015," he says. "I didn't want to build off the hype of the competition. I wanted to mature and evolve, gathering material and practice." Among other topics, the show focuses on raising kids as a single parent.

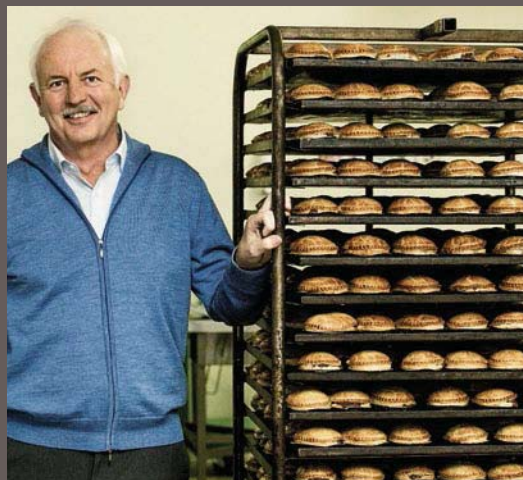
While Nene hopes to eventually take his comedy to the USA and the UK, he puts his faith in God. "His plan is much better than mine," he says.



## NENE'S COMEDY TIPS

- Perform at comedy clubs and work the circuit. Someone will discover you!
- Be original – tell your own stories and be yourself.
- Don't get too comfortable – practise and perform at different venues to see how different audiences respond to your material.





# LIFE OF PIE

Shamrock Pies is an Eastern Cape institution. MD Tony Linden talks to DESTINY MAN about the importance of quality and expansion plans

**TELL US ABOUT THE HISTORY OF YOUR COMPANY:** Shamrock Pies was started in 1973 by an Irish master baker in a shop in Vincent Park, East London. In view of its success, he decided to move to factory premises and start a bigger

production line. Being a perfectionist, he used only quality ingredients. My wife and I purchased the company in 2000 and kept the original recipes, paying attention to the quality of the ingredients.

We have had many milestones over the past 15 years. We have expanded production, moved to much bigger premises and attained 93% on our health accreditation on the last audit. We started with one shared car and now have a fleet of refrigerated delivery vehicles. And we are now opening our first depot in Port Elizabeth.

**WHAT WAS THE THINKING BEHIND YOUR RECENT EXPANSION IN DISTRIBUTION?** We have a file brimming with requests from all over the country

for our pies. The expansion has come naturally because of the demand. Our policy is to expand only in tune with production capability.

**ANY PLANS TO EXPAND TO GAUTENG?** We have one successful outlet in Centurion

– a very determined gentleman persuaded us to sell to him. He started by collecting his own stock and has now increased sales enough to use a trucking company. We will see what the future holds.

**IS THE PIE BUSINESS IN SA VERY COMPETITIVE?** Yes – that's why pricing is very important.

**“We don't compete with the bigger names. We'd rather concentrate on maintaining quality and good customer service.”**

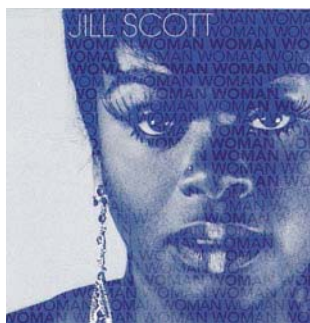
**HOW DO YOU COMPETE WITH THE BIGGER NAMES?** We don't compete with the bigger names. Shamrock Pies has been a brand name in the Eastern Cape for 42 years. We'd rather concentrate on maintaining quality and good customer service.

**WHAT ARE THE ESSENTIAL INGREDIENTS FOR ANY SUCCESSFUL BUSINESS?** Hard work, long hours and a supportive family.



## ROYCE WOOD JUNIOR: THE ASHEN TANG

There must be more to R&B than the bump-and-grind-by-numbers of Trey Songz and Chris Brown, right? There certainly is and while Royce Wood Junior's debut album won't smack you between the ears with cheap-trick tunes, it's one of those growers that reveals the Londoner's love for old-schoolers like Prince and Stevie Wonder, filtered through a mix of trip-hop, garage, pop and electronica. Sonic salvation! – **Richard Goller**



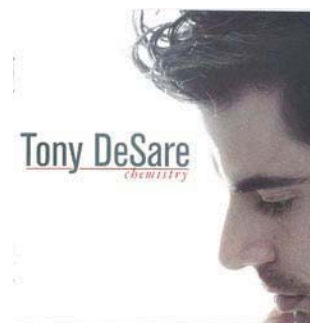
## JILL SCOTT: WOMAN

As a fan of Scott, I looked forward to getting lost in her powerful and soulful sounds. From start to finish, her fifth album doesn't disappoint. It is a fusion of the blues, big band and soul we know and love her for. I also enjoyed the comic relief midway through the album. Stand-out tracks include *Can't Wait*, *Fool's Gold* and *Back Together*. – **Bongo Mazwana**



## DEEP XCAPE: PANDORA'S BOX

Recently signed to House Afrika Records, the Katlehong deep house duo's latest release is packed with soulful sounds and collaborations with guest artists such as Oliver and Tshediso. It's the kind of music you would listen to on a Sunday afternoon while hanging with friends at a braai or chill session. – **Nomfundo Nyakale**



## TONY DESARE: CHEMISTRY

On first listen, Desare might seem like another Michael Bublé. But in time, this jazz-pop album will reveal the abundant musical charms of this New Yorker. From the classics to his own original material (the title track won first place in jazz and second place overall in the USA Songwriting Contest in 2013), Desare is a talent to watch. – **Richard Goller**

## WINE

## DRINKSONUS

Whether paired with a meal or on their own, these tried-and-tested bottles of wine are good to go



**DORAN VINEYARDS PINOTAGE 2013, R69:** I've always enjoyed wines produced by the Voor Paardeberg estate and it was no different with this offering. I liked the complexity, characterised by dark fruits and a hint of earthiness. This one works well with hearty, rustic meals, such as potjiekos. – **Mzo Witbooi**



**GRANDE PROVENCE CABERNET SAUVIGNON 2011, R140:** The ripe berries, plum and delicate white pepper flavours with a light mint finish make this wine a delight on the palate. It was even more delicious when paired with a juicy sirloin and veggies. – **S'thembiso Hlongwane**



**KLEINE ZALZE VINEYARD SELECTION SHIRAZ 2012, R100:** There is nothing *klein* about this boisterous, full-bodied red, with an intense bouquet of peppers, berries and cedarwood that tends to dominate all but the most flavoursome game dishes. This is the kind of bottle that will turn a mellow Friday evening inside-out. – **Ebrahim Moolla**

## WELL NOTED

Jazz diva Cécile McLorin Salvant – who'll be appearing at Jo'burg's Standard Bank Joy of Jazz Festival – is as versatile as she's grounded

Talking to Salvant, one gets the impression that she's a tad exasperated by the fuss being made over her upcoming visit to SA. Perhaps it's the distorted telephone connection to her base in Los Angeles, but there's a weary edge to her voice. For her, what matters isn't the place, but the passion.

The daughter of a French mother and a Haitian father, she was born in Miami, Florida, and began piano lessons at the age of five. As a teenager, she started studying classical singing with a private tutor and later relocated to Aix-en-Provence, France, where she studied law, as well as classical and baroque voice at the Darius Milhaud Conservatory under reedist Jean-François Bonnel. Her instruction included the instrumental and vocal repertoire from 1910 forward and, crucially, improvisation – the skill which would later help her transition to jazz.

In 2009, Salvant performed a series of concerts in Paris and recorded her first album, *Cécile*. A year later she won the Thelonious Monk Competition in Washington DC.

Her special focus is on unearthing and breathing new life into unknown or scarcely recorded jazz and blues compositions, giving each a theatrical twist and burnishing it until it gleams. Her classical training is clearly evident in the clarity and control of her performances.

Proficient in English, Spanish and French, she's also an accomplished composer and lyricist, and has performed with the likes of Wynton Marsalis, Aaron Diehl, Sadao Watanabe and Jonathan Batiste. She's the



voice of Chanel's "Chance" advertisement and her most recent album, *WomanChild*, received a 2014 Grammy nomination for Best Jazz Vocal Album. She also won four categories (including Best Female Vocalist and Best Rising Star Jazz Artist) in the 2014 *Down Beat* Critics Poll.

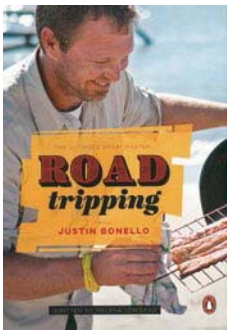
She's totally matter-of-fact about her achievements, as well as her decision to leave the rigidly structured, prescribed realm of classic voice for the entirely improvisational, spontaneous nature of jazz. "I got into it because a teacher of mine heard me singing *Lullaby of Birdland* and encouraged me to explore the genre further," she says.

She admits battling at first to master the entirely new approach this demanded of her. "It got easier later, but I'm aware of how much more there is to learn," she says.

**• The Standard Bank Joy of Jazz Festival runs from 24-26 September at the Sandton Convention Centre, Jo'burg. The line-up also includes Marcus Miller, Hugh Masekela, Oliver Mtukudzi and Jimmy Dludlu. Visit: [www.joyofjazz.co.za](http://www.joyofjazz.co.za)**

MUSIC WRITTEN BY GWEN PODBREY

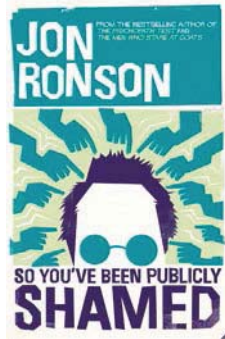




**The Ultimate Braai Master: Road Tripping With Justin Bonello**

by Helena Lombard (Penguin Random House, R290)

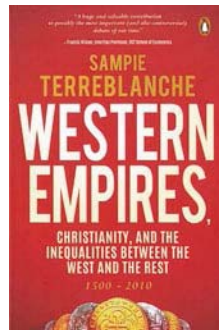
You don't need to load your potjie, braai stand and camping gear on the back of your bakkie to enjoy the recipes in this book. They are, however, guaranteed to take you on an unforgettable gastronomic adventure, with Bonello churning out a number of amusing tales. Be prepared to be blown away by the unusual way in which food, travel and culture seamlessly come together. The next time you prepare the Panty Bar Braai'd Fish, you'll be reminded of extreme camping in Paternoster, while the Desert Ice-Cream will transport you to the Fish River Canyon. Have appetite, will travel! – **Mzo Witbooi**



**So You've Been Publicly Shamed**

by Jon Ronson (Picador, R285)

The next time you feel the urge to vent your rage or indignation online in reaction to someone's ill-considered post or behaviour, think twice. British journalist Ronson's book about the rise of online public shaming is a gripping exploration of this modern phenomenon. Using his own experiences, interviews with shamers and shamees and a historical perspective, he asks vital questions about the psychology of online communication, justice, punishment, human fallibility and redemption. "The snowflake never needs to feel responsible for the avalanche" is just one of his many powerful observations. – **Richard Goller**

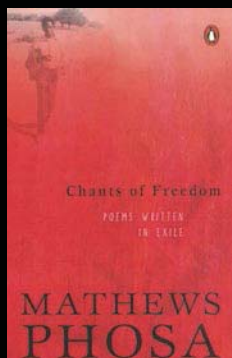


**Western Empires, Christianity and the Inequalities Between the West and the Rest**

by Sampie Terreblanche (Penguin Books, R350)

This book can be seen as a major contribution to the ongoing debate on inequality in the modern world. It summarises many complex arguments about the rise and spread of capitalism in Britain and the USA and their empires. Why did the West forge ahead of the rest of the world after 1820? What were the driving forces – ideological, religious (particularly Christianity), scientific and technical (for example, the limited liability company) – behind its inexorable spread? What huge damage did it do to the economies and social fabric of the invaded countries? Has the West's domination reached its peak? Terreblanche is not shy to express his value judgements. Professional historians will contest their validity. – **Paul Goller**

**BOOK REVIEWS**

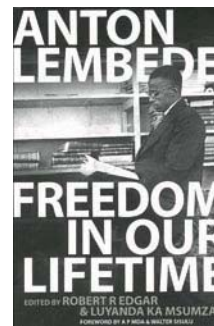


**Chants of Freedom: Poems Written in Exile**

by Mathews Phosa (Penguin Random House, R160)

Struggle stalwart Phosa first developed an interest in poetry as a teenager looking after his family's livestock in Limpopo. In 1999, he published a volume of Afrikaans poetry titled *Deur die Oog van 'n Naald*. Some 16 years later, the former Treasurer-General of the ANC has released his first English anthology. The poems were written while he was in exile as the Commander of the Umkhonto we Sizwe unit in Maputo. Although this collection will not win him any literary awards, it is worth reading.

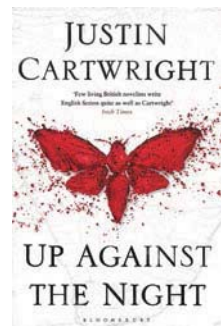
– **S'thembisio Hlongwane**



**Anton Lembede: Freedom in Our Lifetime**

edited by Robert R Edgar & Luyanda Ka Msumza

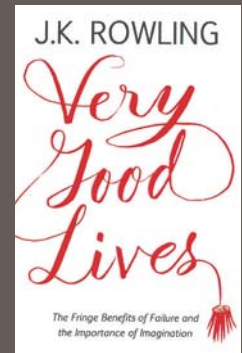
(Kwela, R160)  
Born into a peasant family, Lembede went on to lead the ANC Youth League in 1944. Mentored by Chief Albert Luthuli, Africa's first Nobel Laureate, Lembede and his peers shaped the current socio-political dispensation in SA. His death in 1947, at 33, robbed the country of an intellectual heavyweight. This collection of essays and opinion pieces eloquently articulate Lembede's Afrocentric philosophy. – **SH**



**Up Against the Night**

by Justin Cartwright (Bloomsbury, R290)

Like Christopher Hope, Cartwright is a South African novelist living overseas who is very highly regarded by critics. This novel moves back and forth from the time of Dingane and Piet Retief to the present life of Frank, who is a descendant of Retief, as is the author himself. Returning to SA in all its beauty and its menace of violence is Frank's dilemma, which is described both sympathetically and satirically in limpid prose. – **PG**



**Very Good Lives: The Fringe Benefits of Failure and the Importance of Imagination**

by J.K. Rowling (Jonathan Ball, R240)

The Harry Potter author's stirring commencement speech to Harvard University students in 2008 is now available in book form. Drawing on her own experiences of failure (a short-lived marriage, unemployment and poverty), Rowling tells how hitting rock-bottom became the foundation on which she rebuilt her life, without glorifying failure or lapsing into self-help clichés. She also talks persuasively and passionately about the power of imagination to transform our own and others' lives. Beautifully illustrated, it's the kind of book you will keep coming back to. – **BS**



# WINDOWS ON THE WORLD

Windows 10 is finally here. We outline the best features of the latest version of Microsoft's iconic operating system

**M**ove over, OS X Yosemite – there's a new gunslinger in the operating system corral. After much dithering, Microsoft has released Windows 10 and hopefully expunged the travesty that was Windows – a frustrating punt on touch-based computing – from the books. The good news is that the Redmond behemoth seems to have taken user feedback to heart. The new ecosystem has an aesthetically pleasing, more intuitive interface, which will allow you to run apps across a range of devices and offers tighter integration with the Xbox One console. Here are five highlights:

## START TO FINISH

The most conspicuous change when you boot up (install on a solid-state drive for best results) is the return of the venerable desktop Start menu, which was ditched in Windows 8. But while the menu looks old-school, it has loads of new features. You can also customise it by tinkering with size, colour, tiles, file structure and updates.

## EDGE OVER THE COMPETITION

Rejoice, for the comical ineptitude of Internet Explorer is now a thing of the past. Windows 10 comes integrated with a next-generation browser called Edge, a much faster and streamlined program that brings Microsoft up to speed with Safari, Firefox, Chrome and the rest. It will still use elements of its predecessor for legacy websites, though.

## COURTING CORTANA

Microsoft's Siri rival, Cortana, was previously only available on the Windows Phone mobile platform, but that oversight has thankfully been rectified with the launch of the new operating system. The chatty digital assistant builds an easy rapport with its

users and adapts to different nationalities. She'll answer all your inane questions ("What is the singular form of 'shenanigans'?" ) and won't even blink at your cringe-worthy attempts to chat her up.

## BOXING CLEVER

Every copy of Windows 10 includes a pre-installed Xbox app. As long as you have signed up for a Microsoft account – which you can use to access a host of services – you can become an Xbox Live silver member and take the next step to a fully immersive home entertainment experience. There is also a nifty setting that allows you to stream games in ultra-high resolution. We'll see you at Christmas, then.

## THIS ONE'S ON MICROSOFT

Perhaps best of all, Windows 7, 8 and 8.1 users will be able to upgrade free of charge for a year after 10's release. There will also be regular updates as Microsoft shifts to a service-orientated model. If you need help getting the system installed, the kindly tech uncles at Incredible Connection will be glad to oblige. **Visit:** [www.incredible.co.za](http://www.incredible.co.za)



# WONDER WALLET

In 2015, you need a wallet that stores more than just cash, cards and that serviette with your start-up concept scrawled on it

**T**he humble wallet is in need of an upgrade, what with the number of power-hungry smartphones doing the rounds. Enter the Sevyr Power Wallet.

A tastefully appointed cash carrier, it comes with a built-in, rechargeable 1 400mAh Li-Po battery. It is made from high-quality, reinforced premium leather, holds six cards and has a money clip for cash and receipts. The cables are fully integrated, so there's no messing around with a labyrinth of cables.

The wallet is so light and has such a slim profile that we found ourselves patting our pockets frequently just to ensure it was still there. There isn't a coin pouch, but with the rand plunging to new depths, it is time we joined the cashless brigade anyway.

The iPhone Sevyr retails at R999, while the one with a micro-USB attachment goes for R899.

**Visit:** [www.thegadgetshop.co.za](http://www.thegadgetshop.co.za)

**WIN!** To win a Sevyr Power Wallet, SMS the word SEVYR, together with your full name, ID number and contact details, to 34589 before 21 October 2015. Terms and conditions apply. **Visit:** [www.destinyman.com](http://www.destinyman.com)





In the battle to own the smartwatch market, Apple has released its Watch OS software update. Will it be enough?

While actual shipment numbers haven't been made available, data released a few months ago by Strategy Analytics and *Business Insider* suggests that Apple has shipped more than four million units of the Watch so far and, in doing so, claimed roughly 75% of the global smartwatch market.

Whether Apple is happy with that number is open for debate. But it could be one reason the company has been making such a song and dance about the Watch OS 2 software update it shipped recently.

Mostly, people are excited about the new customisable faces, looking through their diaries by twisting the digital crown, a new night-stand mode and replying to emails on the fly with dictated messages or pre-selected options.

Those are nice features. But the biggest improvements the new operating system unlocks are under the hood.

I'm referring to the ability for apps to now run natively and for developers to use new capabilities that allow them to access hardware sensors.

Previously, third-party applications were nothing more than an interface between users and their iPhones. The logic processing took place on the phone, while the app just received input and provided feedback – almost like a remote control.

Now, applications – logic and all – can run natively on the Watch.

This is better because native applications boot up more quickly and are more responsive. You also won't need to have your iPhone with you all the time, like when you're at gym.

Add access to the Watch's hardware sensors and things go up another level.

Fitness apps can now make use of the built-in heart rate monitor and accelerometer to track activities. Other apps have a wider selection of buzz patterns to choose from, with full access to Apple's Taptic engine.

Another under-the-hood feature that few people have cottoned onto is tetherless wifi.

As its name suggests, the

Watch can now be in a different part of the house or office and still work perfectly with the iPhone, pulling data from iPhone apps and the cloud – provided, of course, that there's decent wifi coverage between the two devices.

That's a step in the right direction, especially if you consider that the Watch is billed as an extension to the iPhone experience.

Does the upgrade fix all problems? In a word: no.

One major drawback – the absence of a GPS module – remains.

It means that while runners and cyclists can track their heart rate and the distance travelled using built-in sensors and even stream music stored on the Watch to a set of Bluetooth headphones, they don't have the ability to track where they've been unless they're carrying their phone.

This just might be one place where Samsung's recent re-integration of the SIM card into its smartwatch indicates the shape of things to come.

It's certainly going to be an interesting ride, as the big boys continue coming up with new uses for this technology.

So ensure your watchstrap is firmly buckled.



If you're not an Apple fanbooi, "Android Wear" are the wearable keywords you're looking for

It's been around longer than Apple's Watch OS, so it already does a bunch of things the Cupertino company's wearable does – like notifications, mapping, remote-controlling music and checking the status of your diary, inbox and messaging platforms.

Many people also find it preferable to Apple because there's a wider range of hardware to choose from.

Just remember: it's built for Android, so don't expect it to work with anything else. **DM**



01



02

# A BOLD AND DISTINGUISHED BIRTHDAY

DESTINY MAN's sixth birthday party was held in association with Nederburg at 54 on Bath in Rosebank, Jo'burg. Kaya FM DJ Bob Mabena performed the MC duties, while Themba Baloyi, founder of Discovery Insure, inspired guests with insights into what makes the modern man stand out. The leading businessmen, professionals and celebrities in attendance celebrated the distinguished life with Nederburg, Tom Ford, Mercedes-Benz, TAG Heuer and Paul Smith experiences.



03



04



05



06

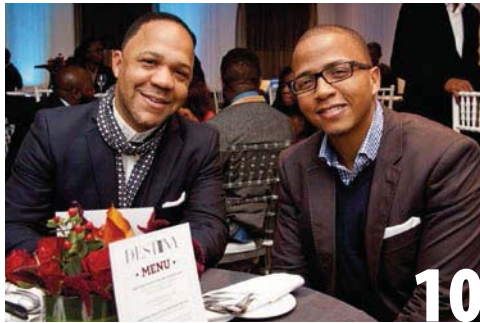


07

1. Nederburg wine. 2. University of Johannesburg student Xiluva Ubisi and Thato Thobakgale, Associate: Cliffe Dekker Hofmeyr. 3. Mpho Mpshe, MD: Synetics and George Matsheke, Creative Director: Seanokeng Media. 4. Attorneys Sandile Sibiya and Tefo Tlale, both of Bowman Gilfillan Africa. 5. The DESTINY MAN team: Associate Editor S'thembisio Hlongwane, Managing Editor Richard Goller and Editor Mzo Witbooi. 6. Pianist John Fresk. 7. Nhlhla Mthimkhulu, Insert Director: Red Pepper Pictures and Blessing Gumu, Producer: EKTv. 8. Themba Baloyi and his wife Marinkie Baloyi, IT Consultant: SABMiller. 9. Bob Mabena. 10. Consultant Timothy Maurice Webster and Tshepo Tsheko, founder: Pivot Point. 11. Jackie Okeyo, Operations Manager: Nthwese Developments and Katlego Pitso, Communications Manager: Cartier. 12. Quail and brioche roulade with sultana purée, butternut and sage pie and orange espuma. 13. Qhawekazi Mdikane, founder: Beat the Drum Productions and Sakhe Mdikane, Director: Blue Thumb Energy. 14. Senzo Dhlomo, Content Marketer: FGX Studios, Nomfundo Dhlomo, Trainee Manager: Ombud for Financial Services Providers, Khanyi Dhlomo, CEO: Ndalo Media, Nolwazi Dhlomo, Teacher: Eastleigh Primary School and Bradlee Holcomb, Business Development Manager: Tower Group Recruitment. 15. Bradley Maseko, founder: Branded Youth and Linda Makhanya, Creative Director: LM Tailored Suits. 16. Lebo "Lukewarm" Pitse, Creative Director: Blue Brain Brands and blogger Lulama Wolf. 17. Andile Khumalo, MD: Power FM, Zinhle Zulu, Trade Marketer: e.tv, Sly Sindane: Director: COJ, Thabisile Khumalo: Head of Marketing: Power FM, Bongo Mazwana, Lifestyle Production Manager: Ndalo Media and Sidney Mbhele, Group Marketing Executive: Nedbank.











## 01 STAY AT THE VICTORIA FALLS SAFARI LODGE

Having stayed at the lodge, I understand why it has been voted Best Safari Lodge in Zimbabwe for 18 years running. The view from my room allowed me to spot game at a watering hole in a magnificent stretch of the Zambezi National Park. All the rooms are west-facing, so a sundowner while relaxing on your balcony is a must. Expect to pay R2 850 pp for a standard twin room and R3 600 pp for a deluxe king suite. Rates include breakfast, a shuttle service to the nearby town and rainforest, wifi, levies and taxes. *Visit: [www.victoria-falls-safari-lodge.com](http://www.victoria-falls-safari-lodge.com)*

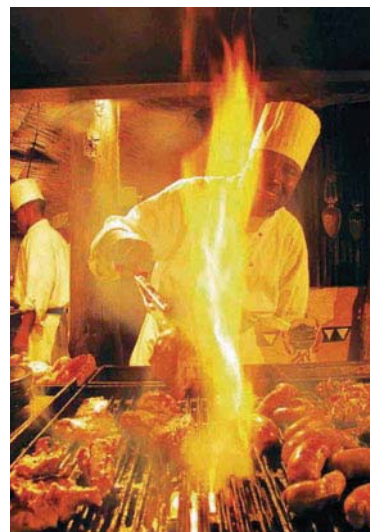
## 02 LUNCH WITH VULTURES

The lodge's Buffalo Bar is also known as the vulture restaurant, because the scavengers congregate below the deck at 1pm daily to feed on bones and scraps. This allows guests to have a close-up view of them, raising awareness of the endangered species. The food they are given is not enough to thwart their natural instincts of scavenging in the wild. Be warned, though – these creatures do not have the most seductive aroma. If vulture droppings land on your head, don't be alarmed: this is considered a sign of good luck. So get your pen and paper ready before you go to bed, just in case you dream of the winning Lotto numbers!



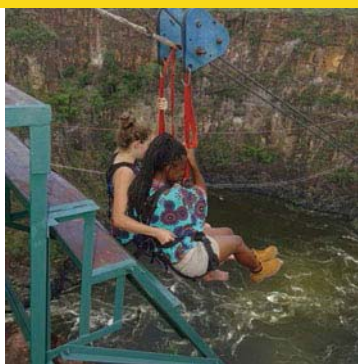
## 05 DINE AT THE BOMA

This was another highlight. The ambience is electrifying. You will enjoy a plethora of performances from traditional dancers, drummers and a choir, which sings right next to your table. Have a light lunch, as you will need all the energy you can muster for the feast ahead. *Visit: [www.victoria-falls-safari-lodge.com](http://www.victoria-falls-safari-lodge.com)*



GALLO IMAGES/GETTY IMAGES/STOCKPHOTO

# 10 WAYS TO EXPERIENCE VICTORIA FALLS

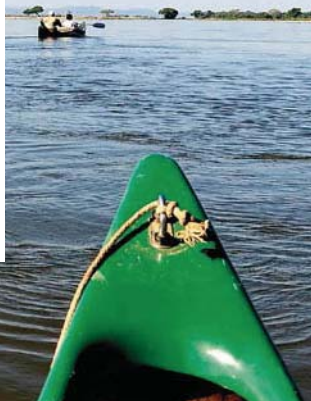


## 03 GET A TASTE FOR ADVENTURE

There are a number of adrenaline-charged activities that are a must for adventure-lovers. You'll earn bragging rights for life. I did the Flying Fox cable slide with relative ease, running and leaping off a ramp to a bird's-eye view of the breathtaking Batoka Gorge. The zip-line high-speed ride down a cable angled at 45° into the gorge was truly terrifying. Then came the gorge swing, involving a free-fall ending in a pendulum above the raging waters of the Zambezi. I didn't bawl my eyes out, of course, but I'm sure many people do. *Visit: [www.wildhorizons.co.za](http://www.wildhorizons.co.za)*

## 04 CANOE THE ZAMBEZI

A water safari in a two-man canoe will allow you to appreciate the dazzling beauty of the Zambezi, as you glide past elephants, buffalos and hippos. Can't swim? Neither can I, but I gave it a try anyway. *Visit: [www.wildhorizons.co.za](http://www.wildhorizons.co.za)*



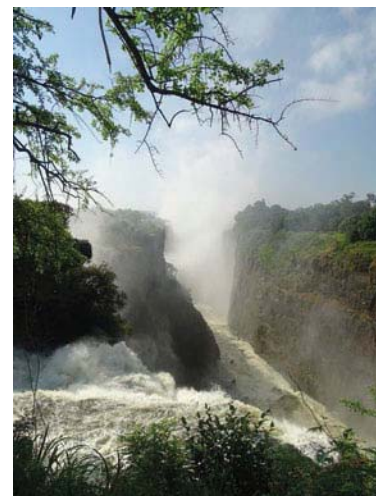




## 07 TAKE IN THE SUNSET ON THE ZAMBEZI EXPLORER

*This luxurious cruise allows you to have elevated views and you can spot the smoke from the thundering falls. The vessel has three decks, including a "signature" one, where you can enjoy hors d'oeuvres and premium beverages. I loved the sushi.*

*Visit: [www.zambeziexplorer.com](http://www.zambeziexplorer.com)*



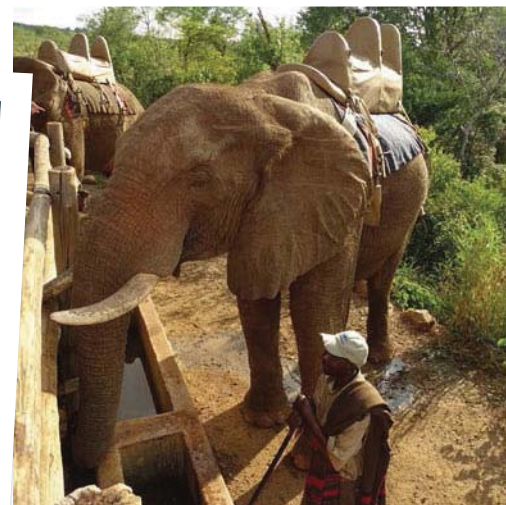
## 08 TOUR THE FALLS

*You simply must include a guided tour of the falls, also known as Mosi-oa-Tunya ("the Smoke That Thunders" in Chitonga), in your itinerary. Hearing the roar of the choppy waters cascading down the rocks and watching them crash far below is an incredible experience that leaves you in no doubt as to why the falls are one of the seven natural wonders of the world. About three-quarters of the falls lie on the Zimbabwean side, so there is a fair bit to explore. The footpaths are cushioned by a rainforest on one side (or, at some points, on both of them). There are a number of viewing points along the walk, where you can get very close to the edge – not too close, now!*

*Visit: [www.wildhorizons.co.za](http://www.wildhorizons.co.za)*

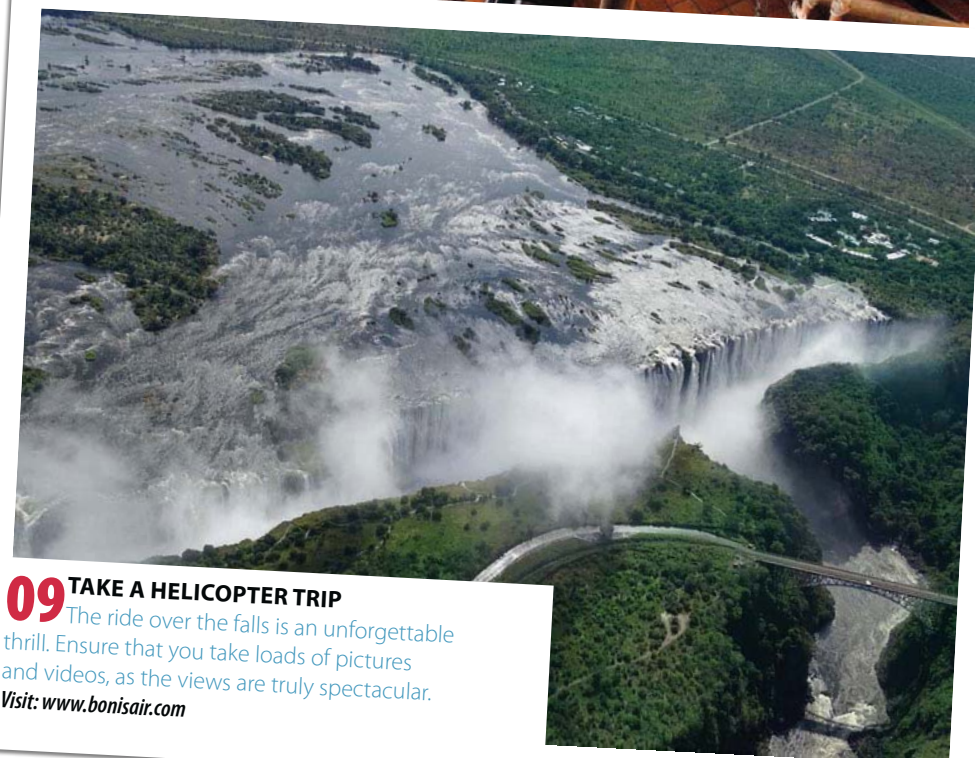
## 06 FEAST AT THE MAKUWA-KUWA RESTAURANT

*This award-winning à la carte restaurant has a diverse menu featuring European and African cuisine. Book a table close to the watering hole to spot game while enjoying your meal. Popular dishes include the warthog fillet and impala loin. *Visit: [www.victoria-falls-safari-lodge.com](http://www.victoria-falls-safari-lodge.com)**



## 10 CHECK OUT THE ELEPHANTS

*Visit the elephant sanctuary, which cares for abandoned and orphaned pachyderms. These magnificent creatures and their caretakers share an intimate bond that is a joy to behold. Your partner will love this one. *Visit: [www.wildhorizons.co.za](http://www.wildhorizons.co.za)**



## 09 TAKE A HELICOPTER TRIP

*The ride over the falls is an unforgettable thrill. Ensure that you take loads of pictures and videos, as the views are truly spectacular.*

*Visit: [www.bonisair.com](http://www.bonisair.com)*



Ford's Go Further Africa event has become the American manufacturer's platform to detail its plans for SA and rest of the continent. Here are some of the highlights of the show



# FORDING AFRICAN WATERS

## ANYONE WHO'S EVER DOUBTED

Ford's intentions of expanding its presence on the continent should think again. At the annual Go Further Africa event, the American manufacturer announced plans to open a Ranger assembly plant in Nigeria this year. This is in addition to its many CSI projects, which include collaborations with World Vision Africa to build a learning community to create health programmes, medicine and vaccine delivery systems and economic opportunities for women. For example, in Gambia, Ford is working with Riders for Health, an entity which manages and maintains fleets that transport healthcare workers to patients.

Locally, the Blue Oval has big plans to challenge the market dominance of industry leaders Toyota and Volkswagen. We look at some of the new and updated models that could tip the scales in its favour.



MUSTANG

Definitely the star of Go Further Africa, this is the first right-hand drive cabriolet of the sixth-generation Mustang to be unveiled on African soil. The fastback (coupé) version revealed last year is already available in left-hand drive markets, including Angola and Nigeria.

The iconic muscle car celebrated its 50<sup>th</sup> birthday last year and the styling is quite distinctive, giving the car an aggressive stance. It still has a few subtle, classic

Mustang cues, such as the large trapezoidal grille, the angled headlights and, of course, the trademark three-bar tail-lights.

However, the real story is under the bonnet. Ford is offering two engine derivatives for the African market: the powerful 5,0-litre V8 and the sophisticated 2,3-litre EcoBoost. We are told the former is capable of sprinting from 0-100km/h in 4,8 seconds, while the EcoBoost version reaches the mark in just 5,8 seconds.



# RANGER

The big bakkie has been something of a revelation for Ford SA. The Ranger, which has been giving Toyota Hilux a good run for its money, is now upping the ante with a revised look. The upgrade involves a new front-end and an updated interior. It continues to be produced at Ford's Silverton assembly plant in Pretoria for local sales and export to 148 countries.



Another highly anticipated performance car – despite sharing a platform with the base unit Mustang, including the EcoBoost drive train – the RS is a real hell-raiser. Unlike the Mustang EcoBoost, however, the RS's all-wheel drive system is expected to take you from 0-100km/h in less than five seconds flat. That's what you get from a block producing 257kW of power and 440Nm of torque.

It promises class-leading cornering speed – courtesy of Michelin Pilot Sport tyres – and unrivalled levels of grip and driving thrills. The RS also comes with an industry-first drift mode and launch control. The German-built screamer will be launched in SA in 2016 with a six-speed manual transmission.

# FOCUS RS





## EVEREST



The new Ford Everest SUV was also shown for the first time on African soil. If the success of the Ranger is anything to go by, Ford might be onto something quite big – provided the Everest is reasonably priced. It shares some DNA with the T6-based Ranger,

including the chassis and the 3.2-litre diesel and six-speed auto gearbox found in the top-spec bakkie. Despite being built in Asia, the Everest – like the Ranger – has been designed by the Aussies.

Ford says the third-generation Everest (we'd like to forget the

outgoing model) is one of the most intuitive off-road SUVs out there, boasting an array of technologies, such as SYNC2, Curve Control, Roll Stability Control and Active Park Assist. Expect to see it on local roads before the end of the year.



## DRIVEN – B-MAX

Built on the same platform as the Fiesta, the compact B-Max MPV looks more grown-up than its funky sibling. It boasts out-of-the-box design brilliance rarely seen in the small car segment. The talking point – and probably its selling point – is the fact that it features sliding doors and lacks a B-pillar. This makes access into the car more seamless than comparable models.

The interior is superb too, featuring lots of groovy technologies and refined finishes. The B-Max is propelled by Ford's award-winning 1.0-litre EcoBoost engine. It's an excellent power plant, comprising three cylinders and a turbocharger. The result? A good balance between performance and economy.

The B-Max is available in three trims: the Ambiente (R221 900, producing 74kW), the moderately specced Trend (R246 900) and the range-topping Titanium. The halo model comes with an array of standard features, including keyless entry, Power Start button and full leather trim, with heating for the driver and front passenger.

### Ford B-Max EcoBoost Titanium

**Power:** 92kW/170Nm

**Acceleration:** 0-100km/h in 11,2 seconds

**Top speed:** 189km/h

**Fuel consumption:** 4,8l/100km

**CO<sub>2</sub> emissions:** 114g/km

**Price:** R271 900





PHOTOGRAPHER TIM HULME GROOMING ZENZI MASUKU

# LA VESPA VITA

It's been four long years since I was last on a two-wheeler, after I was involved in an accident on a Vespa LX150.

It was every Jo'burg rider's worst nightmare: a minibus taxi suddenly swerved in front of me, forcing me to pull hard on the brakes. I lost control, skidding spectacularly, before crashing into the taxi. I was left with a fractured ankle and a fear of bikes and scooters.

It took a lot of courage for me to get back on one. I'll be honest: I was shit scared, but the 2015 Vespa Primavera made it an easy decision. While the little Vespa won't see you earning any street cred, there is much to be said for the Primavera.

For starters, it's beautiful — nothing like the hard-working, utilitarian two-wheelers used for deliveries that give scooters a bad name. Modelled on the 1968 model that made Vespa a worldwide phenomenon, the 2015 edition is imbued with the classic aesthetic of the original, but is updated with the best technology that modern two-wheel motoring has to offer.

The Primavera is a fuel-injected, four-stroke, single-cylinder, automatic scooter, with a 150cc engine that pumps out 9,5kW at 7 750rpm. There isn't much in the way of new features, save for the sheet-metal construction, which manufacturers Piaggio claim makes it 150 times stronger than its

LX150 predecessor. The Primavera also features a kill switch, running LED lights, an instrument panel that shows the time and fuel level, a bright switch for the powerful headlamp (to flash motorists out of the way) and the lockable seat compartment, which is big enough for your helmet and a bag. The "glove compartment" is a bit more spacious than before and can swallow your cellphone, keys and sunglasses with ease.

The small engine can only propel the scooter to 80km/h: not enough to get you onto the highway, but fast enough to zip through traffic and make traversing the city streets on errands a breeze — and a joy.

Most people's reservations about buying a Vespa — or any two-wheeler, for that matter — revolve around safety. There are no statistics available in SA comparing motorbike and car accidents, but anecdotally, you have roughly the same chances of being in an accident on a bike as you do in a car. However, because riders lack the protection of an enclosed vehicle, they have a higher chance of being injured or killed.

To commute safely, you have to be more aware than you are while driving a car. With every scooter purchased, Vespa offers unlimited lessons until you are a proficient rider and helps you earn your learner's and driver's licences — free of charge.

If you're still not swayed to get behind the Vespa's handlebars, think of the time you'll save in rush hour and the phenomenal petrol savings.

**Get behind the handlebars of a Vespa Primavera and the decision to transition from four wheels to two suddenly becomes a lot easier**

WRITTEN BY  
MZO WITBOOI

Lane-splitting (driving between cars) is legal in SA, allowing you to cut your commuting time drastically. I live just under 9km from our offices in Bryanston, but leaving my house at 6.30am, it still takes me about 55 minutes to drive to work. Using the Vespa, I was at the office in just 20 minutes, minus the stress and anxiety that accumulate when taking on the Jo'burg traffic. Like most commuters in eGoli, I spend R2 500-R3 500 a month on petrol. In contrast, I spent just R80 on fuel over the two weeks when I used the Primavera.

Still not convinced? Why don't you pop into a Vespa dealership, or — better yet — turn to p100 to stand a chance of winning one? **DM**

# DON'T JUST LOOK THE PART WORK IT & LIVE IT

The magazine cover features a woman with curly hair, wearing a white sleeveless top and a blue skirt, sitting on a white chair. The background is a light grey gradient.

Beautiful Powerful You

www.destinyconnect.com

**DESTINY**

OCTOBER 2015  
N° 93

R29.90 (VAT INCLUDED)

**COVER STAR**  
**Barclays Africa Wealth CE**  
*Nomkhita*  
**NQWENI**  
"Women have a sixth sense –  
an intuition about business"

HAIR SPECIAL  
► Bold colour trends  
► Home treatments  
► Street styles

Hello, dolly!  
TURNING A PLAYFUL  
PROFIT IN SOWETO

MODEL  
ENTREPRENEUR  
*Sonia Booth's*  
working wardrobe

New **BBBEE** laws decoded

15093  
9 4771995 423008  
R29.90 (VAT INCL) SOUTH AFRICA N23.90 (VAT INCL) M23.23 (VAT INCL) OTHER COUNTRIES

## MAKE A DATE WITH DESTINY

# On sale now!





TENNIS

# SPORTS

PLAYERS | ANALYSIS | VIEWS | EVENTS

## QUEEN OF COURTS

After two decades on the professional tennis circuit and 21 Grand Slam victories — the same number won by all other active players *combined* — the Serena Williams juggernaut shows no sign of letting up

**F**loyd Mayweather needs to take a seat. Usain Bolt? Not quite quick enough. And Lionel Messi hasn't won a World Cup yet. No, the most dominant athlete in the world today is Serena Williams, who rules women's tennis with an iron grip.

The American slugger is blessed with a muscular physique that brings to mind one of those monster trucks devouring Beetles in a demolition derby. She has been utterly ruthless in dispatching all comers over the last year and even as she nears her 34<sup>th</sup> birthday, which makes her about 120 in tennis years, Williams' foot remains firmly on the windpipes of her far younger opponents.

For anyone lacking in resolve, being born in Compton, the gangland ghetto outside Los Angeles immortalised in many a rap song over the years, would signal a death knell for any aspirations of sporting glory — particularly when it comes to tennis, which seems to be locked in the days of yore. Although Serena and her older sister Venus enjoyed a relatively

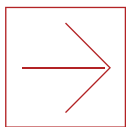
stable upbringing in the "hood" back then it is said that they knew to lie down on the public court when they heard gunfire. Their eldest sister, Yatunde Price, was shot dead in a drive-by incident in Compton in 2003 at the age of 31. And the sisters' father and coach Richard Williams, said he would go back to help the Crips, who watched over the girls during their practice sessions, if either of his daughters ever won a grand slam.

It is Williams' blistering forehand and double-handed backhand that ring out like gunshots on the courts today. Able to subdue her opponents from the baseline with her raw athleticism and brutal groundstrokes, her game has evolved over the years to include excellent anticipation, economy of motion and the ability to eke out results under extreme pressure.

However, her most potent offensive weapon remains her siege-gun serve, which she uses to press an advantage or haul herself back from the brink. Like many other professional athletes, she believes she makes her own

WRITTEN BY EBRAHIM MOOLLA





luck. "Luck has nothing to do with it, because I have spent many, many hours,

countless hours, on the court working for my one moment in time, not knowing when it would come," she told ESPN.

Williams' undinting prowess has allowed her to see off the challenges of Jennifer Capriati, Victoria Azarenka, Kim Clijsters, Martina Hingis and her own sister Venus over the course of her glittering career. The only rival who has managed to get the better of her is former world number one Justine Henin, the Belgian battler who was forced to retire in 2008 at the height of her powers due to elbow injuries and boasted a 4-3 winning record against Williams.

As for Williams' much-publicised feud with Maria Sharapova, this stems more from a spot of boyfriend-pilfering and – perhaps – the fact that the Russian's blonde tresses and lithe sensuality bring in endorsements that dwarf the American's, than from professional competition. Sharapova has only beaten Williams twice in 20 attempts and you would have to go back to the 2004 Wimbledon final for the scene of the Russian's last triumph.

"She's never had a rival, really – maybe her sister in the early years. When the chips were down, she still beat everybody. I am kind of in awe of her right now," said the legendary Chris Evert of Williams.

No conversation about Williams would be complete without discussing her race. Together with her sister, she has inspired generations of black tennis-players to take up a sport that has struggled to disengage from its elitist roots. But, for someone who can justifiably lay claim to being the most dominant female

athlete in the world today, Williams still does not seem to get her due. At 33, Serena has repeated the feat of holding all four grand slam titles simultaneously, which she first accomplished in 2002 and has since become known as the "Serena Slam".

Yet she remains on the fringes, hardly less today than when she burst on the scene as a braided teenager nearly two decades ago. "We were able to break the mould and win a lot of grand slams and change the face of tennis when it was dominated by white people.

"It doesn't matter what your background is and where you come from, if you have dreams and goals, that's all that matters," she once told a group of Nigerian pupils.

Considering Williams' incredible legacy, it is difficult to disregard that Anna Kournikova's ineptitude on the court was no hindrance to her

“

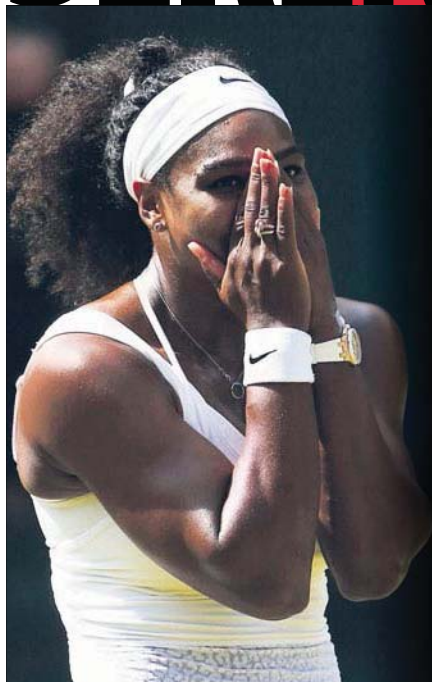
It doesn't matter what your background is and where you come from, if you have dreams and goals, that's all that matters.”

exceeding popularity – at one point, she was ranked inside the world top 10 without ever having won a grand slam – and Capriati was considered a media darling, despite her long-standing personal issues.

Unlike Roger Federer, whose all-encompassing genius has waned in the twilight of his career, Williams continues to obliterate her opponents. At an age when most of her peers would be eyeing a coaching role or a spot in the commentary box, she is playing some of the best tennis of her career as she closes on Steffi Graf's mark of 22 grand slams. Williams is also now only one French Open title away from matching one of the most incredible of the German great's feats: winning every Major at least four times.

Indeed, fitness and desire permitting, there is no telling just how many grand slam gems will end up studding the crown of the queen of courts.

# SERENA STATS



The numbers that underline her dominance

**102**

Record number of aces in a single tournament

**33**

Matches – longest winning streak

**21**

Grand slam singles titles

**250**

Total weeks at number one

**04**

Olympic gold medals

**\$72,6**

million Career earnings

**207km/h** Fastest serve – the third-fastest ever in women's competition





## ALL HAIL KING KALU!

Former African Footballer of the Year Kalusha Bwalya was recently re-elected to the Confederation of African Football (CAF) Executive Committee. He talks to DESTINY MAN about his campaign plans and the joys of jogging

**"F**ootball is my first love and it's keeping me focused," said Bwalya, when we first met at Ellis Park Stadium, Jo'burg, in 2005. At the time, the undisputed king of Zambian football was coaching the national team, affectionately known as Chipolopolo ("the Copper Bullets").

Back then, the former PSV Eindhoven star was not only a 2010 World Cup Ambassador, but was also preparing his side for a crucial 2006 World Cup qualifier against Togo.

Bwalya had organised friendlies with Kaizer Chiefs and Orlando Pirates in Jo'burg, but his efforts proved in vain as Zambia failed to qualify for the global showpiece. His romantic life was another story, however, as he met and fell in love with Italian-born beauty Emy Casaletti, who had been seconded to the 2010 World Cup local organising committee, after being Kaizer Chiefs' Marketing Manager for many years.

Fast-forward to 2015. The couple are happily married and Bwalya is President of the Football Association of Zambia and a Fifa committee member. His wife is a Fifa Marketing Consultant and the CEO of a successful sports marketing agency in Jo'burg.

**You recently received an award for your contribution to African football. What does it mean to you?** It's an honour to be recognised by our continent. Africa is undervalued in football, so recognition for dedication and love of the game is both humbling and appreciated.

### Can Zambia win the African Nations Championship (Chan) 2016?

Chipolopolo is a source of national pride. Zambia was involved in the final in Côte d'Ivoire against DR Congo at the first Chan tournament in 2009. We believe we have a very competitive domestic league and should be represented at all African tournaments. It's tough, but

we have good players. We missed out on Sudan 2011 and SA 2014, so we have to come back and perform at Rwanda 2016.

**How far is your World Cup 2018 plan?** The biggest ambition of every Zambian is to see Chipolopolo participate in the World Cup. We will do our

**"I always run in whatever country I'm in. It gives me peace of mind."**

very best to get to Russia 2018.

### How do you like to unwind after a tough boardroom meeting?

I'm a family man. I like a good meal. I'm also a keen runner and like to jog at least three times a week. I always run in whatever country I'm in. It gives me peace of mind. My three German shepherds always want to join me when I wear my running kit!

**Do you have business interests outside football?** Yes – I'm involved in financing, property and mining.

**What skills are you working on?** I'm in the process of enrolling for a political science degree and am also trying to perfect my French. I can speak Spanish and acceptable Dutch. I also want to learn IsiZulu.



## HORSEPLAY

Polo is the oldest ball sport in the world and with the South African season in full swing, we explore its growing appeal

**P**olo enthusiasts were treated to a fantastic showdown between the Proteas and New Zealand in September. The first Test was staged at the Shongweni Club in Durban and the second match at Midrand's Waterfall Polo Club.

New Zealand last toured SA in 2008, with the men from the land of the long white cloud winning the series 2-0.

Two stand-outs from the tour were the visitors' John Paul Clarkin, who scored eight goals, and talented SA skipper Selby Williamson.

The SA Polo Association's

Clive Peddle says polo is a lifestyle, rather than an elitist sport.

"The problem with polo is it's expensive – a top-level player will have up to 10 horses of varying ages and ability. Add the costs of feed, vet bills, transport and grooms and the end result is an expensive game. Hence people who play polo are generally high-income earners, which gives the perception that the sport is elitist."

Peddle says spectators should adhere to a few ground rules.

"Dress elegantly





in the latest fashion. Support your team whole-heartedly, but be generous to the visitors when they make a good play. Enjoy the sunshine, good company and spirit of the day," he says.

## HOW IT'S PLAYED

**MATCH FORMAT:** A match consists of six to eight chukkas, each lasting seven minutes, plus up to 30 seconds of overtime.

A horn is blown at the end of regulation time to signal to the players that 30 seconds remain in the chukka. Play then continues until a team scores, the ball goes out of play or a player commits a foul. During the breaks, players are able to switch ponies.

**TEAMS:** There are four players on a team, with each one assigned a distinct role. The No 1 player is essentially a striker, whose primary role is to score goals. The No 2 player is also a forward, but also plays a defensive role. No 3 is the pivotal player who tries to keep the team moving forward and is usually the highest-rated player on the team. The No 4 is essentially the most defensive player.

**HANDICAPS:** All players are rated on a scale of -2 to 10. Although the word "goal" is often used after the rating, it bears no relation to the number of goals a player scores in a match. A player's horsemanship, range of strokes, speed of play, team and game sense are the factors considered in determining his handicap. The team with the lower overall handicap is awarded the difference in goals at the start of the game.

## THREE MUST-SEE POLO SPECTACLES

- Highveld Gold Cup, 16-25 October, East Rand and Inanda clubs, Jo'burg.
- Rocking Four Tournament, 30 October – 1 November, Rocking Four Polo Club, Bapsfontein, Gauteng.
- Cintron Pink Polo, 7 November, Val de Vie Estate, Paarl, Western Cape.

## GOLF

WRITTEN BY MICHAEL VLISMAS



# SWING LIKE A CELEB

Celebrities will be out in force at the Alfred Dunhill Links Championship in Scotland this month. South African PGA professional Grant Hepburn reveals the swings of the sports stars and celebrities who take part

**T**he Alfred Dunhill Links Championship takes centre stage in the world of golf every October. This celebration of links golf is played on the Old Course at St Andrews, Kingsbarns and Carnoustie. It brings together celebrities, sports stars and the world's leading golf professionals.

Hepburn is the man tasked with helping the stars of the silver screen and sports field fix their swing faults during the tournament.

"Actors are used to emulating others. When you show them examples of professionals on video, they are open to making changes," he says. "Sportsmen have naturally great hand-eye co-ordination and are used to working on technique in their own discipline. Sports stars and actors tend to be very good at taking instructions, but for different reasons."



### BILL MURRAY

The Hollywood heavyweight's swing is pretty long, loose and flamboyant, just as he is. Whenever you coach him, it seems his mind is wandering because he is in his own world. But the moment you've finished explaining, you can tell by the way he does his practice drills that he didn't miss a thing.



### HUGH GRANT

He has a good swing because he takes a lot of lessons and wants to get better. He's talented, dedicated and just loves playing golf.

### STEVE WAUGH, JACQUES KALLIS AND MARK BOUCHER

These three have the best amateur swings I have seen at the event. Waugh is an excellent ball striker and able to adjust to our coaching suggestions easily. Kallis and Boucher are very keen golfers who play a lot. They could both be scratch players and I have told them that they should aim to make their amateur provincial teams. Boucher has the extra challenge of his eye injury to deal with, but he has adjusted remarkably.



## TOP TIP

**M**uch like the celebrities who don't play regularly, Hepburn has one tip for any amateur who suddenly finds

himself in a golf day after a long layoff.

"When you haven't played for a while, it is vital to get a few looseners in on the driving range just to get your eye in and find a rhythm. Find a 'feel' that helps you hit a few good ones in a row and then stick to that."



# SPORTS CALENDAR

COMPILED BY EBRAHIM MOOLLA



## BASEBALL *WORLD SERIES, USA, 27 OCTOBER - 4 NOVEMBER*

We like to have a chuckle at the Yanks' insistence on calling their domestic baseball series a "global event", but there is, in fact, some international participation – if you can consider Canada a separate country, that is. The Toronto Blue Jays, based in the Canuck capital, had the sheer, bald-faced audacity to win back-to-back World Series in the early Nineties. Those triumphs remain the only Canadian victories in the 111-year history of the competition, though.



## AUSSIE RULES *AFL GRAND FINAL, MELBOURNE CRICKET GROUND, AUSTRALIA, 3 OCTOBER*

Ever wonder why the Aussies, who seem to excel at every sport on the planet, have never quite managed to usurp the All Blacks as the undisputed kings of rugby? The exceeding popularity of Australian football, with its legions of gargantuan, grizzled marauders, may have something to do with it. Check out the league final for an all-action introduction to a winter sport that consistently ranks above all others Down Under.



## CRICKET *SA V INDIA, ODI, DHARAMSHALA, 2 OCTOBER*

After an indifferent year in which they struggled to shrug off the losses of Graeme Smith and Jacques Kallis, the Proteas face a stern task on the biggest cricketing stage of them all. Their tour of India begins in the most jaw-droppingly beautiful venue the sport has to offer, with the Himalayas towering over the stands. Dharamshala is also the seat of the Tibetan government in exile and the Dalai Lama himself has been known to keep an eye on proceedings. No sledging will presumably be tolerated on account of bad karma.



## FOOTBALL *PSL, JOMO COSMOS V KAIZER CHIEFS, OLEN PARK, POTCHEFSTROOM, 20 OCTOBER*

The king has returned! Everybody's second-favourite team, Jomo Cosmos, are back in the top flight after another gruelling campaign in the National First Division. A result against the reigning PSL champions will have a bearing on whether they remain among the elite. Well, that and whether DESTINY MAN cover star Jomo Sono sees fit to sell off his best players, as he has been known to do in the past.



## RUGBY *WORLD CUP FINAL, TWICKENHAM, LONDON, 31 OCTOBER*

The Springboks have never disappointed when they have featured in the ultimate game of rugby's premier spectacle. To win an unprecedented third Webb Ellis Trophy in the home of the sport, they will in all likelihood have to overcome the Australians and the All Blacks en route to the final. Luckily, the Springboks will have legions of fans to urge them on in England. Dare we dream of a Stransky-esque drop-kick to win it at the death? Probably not.

# HOLY MATRIMONY

Quickly making a name for herself as the presenter of Mzansi Magic's ultra-popular *Our Perfect Wedding* (OPW) reality show, former *Idols SA* contestant Ayanda Mpama is a singer and actress who is passionate about furthering the arts

**Who is the real Ayanda Mpama?**

I am so many things! I'm a warm, fun, active, loving, passionate and funny person.

**Where did you grow up and what are some of your favourite childhood memories?**

I grew up in Swaziland, Zambia and SA. I have many great memories of making loads of friends and playing outside with them.

**What is your main passion and how do you plan on taking it further?**

I want to release more material and study further. **How did you first get into music?** I have a BA, with majors in music and drama. After I got my degree, I decided to enter *Idols SA* to see if I could make a career out of it.

**Who are some of your musical influences?**

I love Ella Fitzgerald, Diana Krall, Jill Scott, India.Arie and Tutu Puoane.

**Having landed the gig as OPW presenter, what have been some of the highlights?**

I've really enjoyed meeting such warm couples – they are wonderful. It gives me pleasure to see their dreams of marrying each other come true. **Why do you think the show is so popular?** It's because the viewers can relate to the characters they see, the questions the host asks and the fact that South Africans like to laugh at themselves. I believe *OPW* mirrors South African life.

**Since you have to travel all over the country to document the weddings, how do you avoid burn-out?**

I take multi-vitamins, drink water, go to gym, get sufficient sleep and never stop laughing.

**How do you like to unwind?**

I enjoy doing all sorts of activities with my son, going out dancing and spending time at home with my family. **Where is your favourite local travel destination?** I love the Drakensberg. It's been my favourite place since I was a child. I love the mountains, the rivers, the birds and the rich history.

**What are your pet peeves?**

I can't stand untidiness and touchy-feely people. **Are you a good cook?** I'm a great one! My signature dish is called "One-pot Wonder". I throw lamb necks, butternut, potatoes, sweet potatoes, chillies, baby marrows, onions, green peppers, garlic, ginger and dumplings into the pot.

**How do you see your career unfolding?**

I want to create timeless works of art, whether it's through releasing an album, presenting a show or playing a character. I also want to contribute academically by influencing the performing arts curricula. I plan on studying further and constantly working on my crafts. **DM**



## FLASH FAVES

**Film:** *The Lion King*

**Gadget:** My smartphone

**Skill:** Fixing appliances

**Snack:** Speckled eggs

**Workouts:** Boot camps and Ashtanga yoga



# 2IN1 A LAPTOP WHEN YOU NEED IT A TABLET WHEN YOU WANT IT

**acer**

Aspire Switch  
10E 2-in-1

**R5000** each



• Intel Atom Z3735F Quad Core 1.33Ghz  
(90353, 90354, 90355, 90356, 90357, 90358)



Also available in these colours:



# OMEGA



SPECTRE

007<sup>™</sup>

IN CINEMAS



JAMES BOND'S CHOICE

Ω  
OMEGA

OMEGA SOUTH AFRICA 011.911.1200

SPECTRE © 2015 Danjaq, MGM, CPH. SPECTRE, 007<sup>™</sup> and related James Bond Trademarks, TM Danjaq. All Rights Reserved.